

Henry Bros. Electronics, Inc.
Form 10-K
March 15, 2010

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-K

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES AND
EXCHANGE ACT OF 1934
FOR THE FISCAL YEAR ENDED DECEMBER 31, 2009

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES AND
EXCHANGE ACT OF 1934

Commission File No. 005-62411

HENRY BROS. ELECTRONICS, INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

Delaware
(State or other jurisdiction of incorporation or organization)
17-01 Pollitt Drive, Fair Lawn, NJ
(address of principal executive offices)

22-3690168
(I.R.S. Employer Identification No.)
07410
(Zip Code)

(201) 794-6500
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act: None

Securities registered pursuant to Section 12(g) of the Act:

Title of each class:

Name of each exchange on which registered:

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Common Stock, \$.01 par value

The NASDAQ Stock Market

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of 'accelerated filer and large accelerated filer' in Rule 12b-2 of the Securities Exchange Act of 1934. (Check one): Large accelerated filer Accelerated filer Non-accelerated filer Smaller Reporting Company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Securities Exchange Act of 1934). Yes No

At June 30, 2009, the last business day of the Registrant's most recently completed second fiscal quarter, the aggregate market value of the voting and non-voting common equity held by non-affiliates of the Registrant was \$14,835,726 (based on the closing price of the registrant's common stock on the NASDAQ Stock Market on such date).

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date:

| Classes: | Outstanding at March 8, 2010 |
|---|------------------------------|
| Common Stock, par value \$.01 per share | 6,035,366 |

Documents Incorporated by Reference: None

HENRY BROS. ELECTRONICS, INC.
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PART I

Item 1. Business

Business Development.

In 1950, John, Ray, and Hartford Henry founded Henry Bros. Electronics. They sold Henry Bros. Electronics to Communication Group, Inc. (“CGI”) in 1985. In 1989, Jim Henry, our Chairman and Chief Executive Officer, and Irvin Witcosky, our former President and Chief Operating Officer reacquired certain assets, including the name Henry Bros. Electronics from CGI. In 1991 we acquired the assets of the former Motorola CCTV division and formed Viscom Products, Inc. (“Viscom”). In 1999 we formed a company named Integcom Corp., incorporated in Delaware, into which we transferred both HBE and Viscom. In 2001, we changed our name to Diversified Security Solutions, Inc. and in 2005 we changed our name to Henry Bros. Electronics, Inc. (“HBE”). Following is a listing of key business developments since the inception of HBE:

- In November 2001, we completed our initial public offering, including the underwriter’s over-allotment option of an aggregate of 1,725,000 shares of common stock. Our shares are traded on the NASDAQ under the ticker symbol HBE.
- In May 2002, we purchased Photo Scan Systems, Inc. (“Photo Scan”) a security integrator located in southern California and changed its name to Henry Bros. Electronics, Inc. in December 2002.
- In August 2002, Photo Scan acquired National Safe of California, Inc. which sells and services alarm security equipment, lock and timing mechanisms, vault security, control and backup systems and high resolution security equipment used by commercial banks.
- In September 2002, Photo Scan acquired Corporate Security Integration, LLC (“CSI”) a security integrator located in Phoenix, Arizona, and subsequently changed its name to Henry Bros. Electronics, LLC.
- In April 2004, we acquired Airorlite Communications, Inc. (“Airorlite”), a company located in New Jersey that specializes in the design, manufacture and maintenance of wireless communications equipment used to enhance emergency radio frequency services and cellular communication for both fixed and mobile applications.
- In October 2005, we acquired Securus, Inc. a security integrator with offices in Denver and Colorado Springs, Colorado.
- In October 2006, we acquired CIS Security Systems Corp. (“CIS”), a privately-held security systems integrator with offices in Baltimore, Maryland and Newington, Virginia and acquired certain assets of Southwest Securityscan, Inc. (SSI), a privately-held company headquartered in Duncanville, Texas that provides installation, service and monitoring of access, surveillance and alarm systems.

Our principal executive offices are located at 17-01 Pollitt Drive, Fair Lawn, New Jersey 07410, and our telephone number is (201) 794-6500.

Business of Issuer

We are an established leader in the electronic physical security industry providing technology-based integrated electronic security systems, services and emergency preparedness consultation to commercial enterprises and government agencies.

Security Distributing and Marketing magazine (“SDM”) ranks by each of their 2008 revenue the top 100 largest firms selling closed circuit TV (“CCTV”), access control and integrated security systems. We were ranked No. 14 in SDM's Top Systems Integrators Report published in July 2009. As a single-source/turn-key provider of diversified technology-based integrated security solutions, we can expedite project completion and optimize system manpower performance. The continually evolving security requirements of commercial and government entities, together with rapidly advancing technology, provides numerous opportunities for us to assist our clients with their security needs.

We believe that the following key attributes provide us with a sustainable competitive advantage:

- Experience and expertise;
- Technological know-how;
- Commitment to customer service; and
- Strong list of references.

Our Vision and Strategy

Our vision is to maintain our leadership position in security technology. We intend to do this in part by:

- Providing advice on product selection and system design;
- Examining and thoroughly testing each security product as it would be set up for use in our customers' facilities; and
- Using only systems and components that are reliable and efficient to use.

In addition to growing the business organically, we have been actively pursuing the strategic acquisition of synergistic integrators and specialty products and service companies to further fuel steady growth. Consistent with our expansion strategy, we have acquired seven companies since May of 2002.

Business Segments

Our operations are divided into two business segments – Security System Integration (“Integration”) and Specialty Products and Services (“Specialty”). The Integration segment provides a cradle to grave services for a wide variety of security, communications and control systems. The Company specializes in turn-key systems that integrate many different technologies. Systems are customized to meet the specific needs of its customers. Through the Specialty segment we provide emergency preparedness programs, and specialized radio frequency communication equipment and integration. Each of the Company's segments markets its products and services nationwide with an emphasis in Arizona, California, Colorado, Maryland, New Jersey, New York, Texas and Virginia. Customers are primarily medium and large businesses and governmental agencies. The Company derives a majority of its revenues from project installations and to a smaller extent, maintenance service revenue.

Integration Segment

At the beginning of each new client relationship, we designate one member of our professional staff as the client service contact. This individual is the point person for communications between the client and us and often serves as the client's project manager for all of its security needs. Our engagement may include:

- Consulting and planning;
- Engineering and design;
- Systems installation and management;
- Systems training; and
- Maintenance and technical support.

Consulting and Planning

Security consulting and planning are the initial phases of determining a security solution for a project. We have developed a planning process that identifies all systems, policies and procedures that are required for the successful operation of a security system that will both meet a client's current needs and accommodate its projected future requirements. Our consulting and planning process includes the following steps:

- Identify the client's objectives and security system requirements;
- Survey the site(s), including inventory of physical components and software and evaluation of client's existing infrastructure and security system;
 - Assess and prioritize the client's vulnerabilities;
 - Develop and evaluate system alternatives;
 - Recommend a conceptual security plan design;
- Estimate the cost of implementing the conceptual plan; and

- Develop a preliminary implementation schedule.

As a result of this process, we provide the client with a master plan for an effective security solution that addresses routine operating needs as well as emergency situations.

We believe that our comprehensive planning process enables our clients to budget for their security requirements on a long-term basis, identify opportunities for cost reduction and prepare for future risks.

Engineering and Design

The engineering and design process involves preparation of detailed project specifications and working drawings by a team of our engineers, systems designers and computer-aided design system operators. These specifications and drawings detail the camera sensitivity requirements, layout of the control center, placement of cameras, card readers and other equipment and electrical requirements. Throughout our engineering and design process, our goal is to understand our client's operational preferences in order to design a system that is functional, cost-effective and accommodates our client's present and future requirements. In addition, we attempt to incorporate our client's existing personnel, equipment and other physical resources into the system design.

When retained as a single-source provider for turn-key security solutions, we select system components required under the specifications and drawings. We recommend that our customers buy proven off-the-shelf devices and software and resort to custom equipment only when absolutely necessary.

We have made a strategic decision not to represent any equipment manufacturer exclusively, thereby maintaining objectivity and flexibility in equipment selection. We believe that our technical proficiency with the products available from a wide range of manufacturers enables us to select components that will best meet a project's requirements.

Systems Installation and Management

Under the supervision of the manager of the project, our technicians install hardware, integrate hardware and software, and validate and test the system. Subcontractors typically perform the aspects of systems integration that do not require a high level of technical expertise, such as wire installation and basic construction. Components that may be integrated in a security system include the following:

- Access control systems, which are designed to exclude unauthorized personnel from specified areas;
- Intrusion detection systems, which detect unauthorized door and window openings, glass breakage, vibration, motion, noise and alarms and other peripheral equipment;
- Closed circuit television systems, which monitor and record entry and exit activity or provide surveillance of designated areas;
- Critical condition monitoring systems, which provide alarm monitoring and supervision of various systems and facilities; and
- Intercoms, public address systems, fire detection signals and network connectivity that can expand a local security system into a closely controlled worldwide system.

Systems Training

Upon completion of a systems integration project, we typically will provide the customer with system documentation and training in the operation and maintenance of the system.

Maintenance and Technical Support

We provide maintenance and technical support services on a scheduled, on-call, or emergency basis. These services include developing and implementing maintenance programs both for security systems designed, engineered, or integrated by us and for existing systems.

Specialty Segment

Airorlite specializes in designing, manufacturing and maintaining wireless communications equipment used to enhance and extend emergency radio frequency services and cellular communication for both fixed and mobile applications. Our Diversified Securities Solutions, Inc. division (formerly our EPP division) works with high-rise office building management to analyze their specific facilities needs relating to emergency response plans and the communication and training of such plans to the building community.

Marketing

Our marketing activities are conducted on both national and regional levels. We obtain engagements through direct negotiation with clients, competitive bid processes and referrals. At the national level, we conduct analyses of various industries and target those with significant demand for security solutions.

We have developed expertise in the security regulations applicable to airports and seaports, high-rise buildings, public transportation systems, healthcare, financial, educational and other vertical markets. We have identified several key industries or facility types that we believe have substantial and increasing requirements for security services, including corporate campuses and federal facilities.

Customers

We provide our products and services to customers in the public and private sectors through direct sales to end-users and through subcontracting agreements and have provided services to customers representing each of the vertical markets described under Marketing.

Suppliers

We procure components and finished products from a variety of suppliers as needed through purchase orders. We actively manage this process to ensure component quality, steady supply and best costs. While there could be a short-term disruption in qualifying vendors, we believe that the components we utilize could be obtained from alternative sources, or that our products could be redesigned to use alternative suppliers' components, if necessary.

Competition

The security industry is highly fragmented and competitive. We compete on a local, regional and national basis with systems integrators, consulting firms and engineering and design firms. Our competitors include equipment manufacturers and vendors that also provide security services. Many of our competitors have greater name recognition and financial resources. We believe that we compete primarily on our ability to deliver solutions that effectively meet a client's requirements and, to a lesser extent and primarily in competitive bid situations, on price. Many of the larger public sector projects require performance bonds, which may limit our ability to compete with larger competitors as the prime contractor, depending upon the specifications of the project.

Employees

As of March 8, 2010, we had 205 full time employees, including officers, of whom: 113 were engaged in engineering, systems installation and maintenance services, 57 in administration and accounting, and 35 in marketing and sales. None of our employees are covered by a collective bargaining agreement or are represented by a labor union. We consider our relationship with our employees to be satisfactory.

Our business requires substantial technical capabilities in many disciplines, from mechanics and computer science to electronics and advanced software. We emphasize continued training for new and existing technical personnel. Accordingly, we conduct training classes and seminars in-house, send select employees to technical schools and avail ourselves of training opportunities offered by equipment manufacturers and other specialists on a regular basis.

Seasonality

Revenue generated by our services have typically been seasonal in nature and there could be periods of fluctuations in revenue volume due to the timing of project installations or factors that are beyond the Company's control, such as

weather and construction delays.

Backlog

At December 31, 2009, the dollar amount of backlog believed to be firm was \$28,021,794. At December 31, 2008, our backlog was \$23,701,243.

All orders are subject to modification or cancellation by the customer within the limits of contractual agreements . We believe that backlog alone is not an indicator of actual sales for the current fiscal year or any succeeding period.

Pricing

We employ a variety of pricing strategies for our services. Systems integration project pricing is based upon the estimated cost of the equipment for the project including a profit margin, plus the estimated hours for each skill set, required to complete the project multiplied by the fully burdened hourly rate, plus a profit margin. Pricing for engineering and maintenance services are determined based on the scope of the specific project and the length of our engagement. Proposals for consulting and threat assessment services are priced based on an estimate of hours, multiplied by standard selling rates or on a project basis.

AVAILABLE INFORMATION

We maintain an Internet website at the following address: www.hbe-inc.com. The information on our website is not incorporated by reference into this Annual Report on Form 10-K. We make available on or through our website certain reports and amendments to those reports that we file with or furnish to the Securities and Exchange Commission (the "SEC") in accordance with the Securities Exchange Act of 1934. These include our annual reports on Form 10-K, our quarterly reports on Form 10-Q and our current reports on Form 8-K. We make this information available on our website free of charge, as soon as reasonably practicable, after we electronically file the information with, or furnish it to, the SEC.

FORWARD-LOOKING STATEMENTS

This report includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities and Exchange Act of 1934, as amended. Forward looking statements may be identified by such words or phrases as "believe," "expect," "intend," "estimate," "anticipate," "project," "will," "may" and similar expressions. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future are forward-looking statements. The forward-looking statements used herein are not guarantees of future performance and involve a number of risks and uncertainties. Factors that might cause actual results to differ materially from the expected results described in or underlying our forward-looking statements include:

- Conditions in the general economy and in the markets served by us;
- Competitive factors, such as price pressures;
- Interruptions of suppliers' operations or the refusal of our suppliers to provide us with component materials; and
- The risk factors listed from time to time in our SEC reports.

This list is not exhaustive. Except as required under federal securities laws and the rules and regulations promulgated by the SEC, we do not have any intention or obligation to update publicly any forward-looking statements after the filing of this Annual Report on Form 10-K, whether as a result of new information, future events, changes in assumptions or otherwise .

Item 1A.

Risk Factors

Our business, operations and financial conditions are subject to various risks. Some of these are described below. This section does not describe all risks that may be applied to our Company, our industry or our business and is intended only as a summary of certain material risk factors.

Current economic conditions may cause a decline in business spending which could adversely affect our business and financial performance.

Our operating results are impacted by the health of the U.S economy. Our business and financial performance may be adversely affected by current and future economic conditions, such as a reduction in the availability of credit to our customers and recession.

We are dependent upon a small number of customers for a large portion of our revenues.

We have a small number of customers from which we receive a large portion of our revenues. Our work with our largest customer accounted for 9.1% of total revenue during 2009, with our five largest customers represented approximately 22.9% of our 2009 revenue. Revenues from governmental agencies accounted for 34.2 % in 2009, versus 36.7% and 40.7% in 2008 and 2007, respectively. Consequently, we are often required to replace one customer with one or more other customers in order to generate the same amount of revenues. There can be no assurance that we will continue to be able to do so.

Some of our orders and contracts may be cancelled or modified so there is a risk that our backlog may not be fulfilled.

Some of our orders and contract backlog are subject to cancellation or modification by our customers at any time so we cannot be certain that we will fully recognize revenue from them. At December 31, 2009, the dollar amount of backlog believed to be firm was \$28,021,794.

We are dependent on a few vendors and rely on timely delivery of equipment from outside sources.

There are a few vendors from whom we obtain devices and software for specific access control, imaging, remote transmission, smart key and mobile applications. The loss of any one of these companies as suppliers could have a materially adverse impact on our business, financial condition and results of operations if we are unable to develop or acquire new technologies from other sources. We believe there are alternative vendors to source such products.

Timely vendor deliveries of equipment meeting our quality control standards from all suppliers are also important to our business because each installed system requires the integration of a variety of elements to be fully functional. The failure to deliver any component when required, in operating condition, can delay the project, triggering contract penalties, delay in progress payments and may result in cancellation of the project.

We have not been consistently profitable and may not be profitable in the future.

For the years ended December 31, 2009, 2008 and 2007 our revenues were \$55,105,469, \$62,357,466 and \$57,852,216, respectively. Our net loss was \$823,957 for the year ended December 31, 2009. We had net income of \$1,557,756 for the year ended December 31, 2008 and a net loss of \$303,304 for the year ended December 31, 2007. Accordingly, we can make no assurances that we will be profitable in the future.

We experience intense competition for business from a variety of sources.

In systems integration, we compete for new business with large construction firms, electrical contractors and consultants in the security business and other systems integrators. Many of our competitors are much larger and have greater resources. In order to effectively compete in the future, we may have to charge less for our services, which may result in lower profit margins.

We rely on a key executive.

James E. Henry is vital to our business. Losing him could have a materially adverse impact on our business, financial condition or results of operations.

Our business and growth will suffer if we are unable to hire and retain highly skilled personnel.

Competition for highly skilled employees is intense in our industry. The design and manufacture of equipment, and the installation of our systems, requires substantial technical capabilities in many disparate disciplines from mechanics and computer science to electronics and advanced software. Our future success depends on our ability to attract, train, motivate and retain highly skilled employees. If we are unable to hire and retain skilled personnel, our growth may be restricted, the quality of our products and services diminished and our revenues and the value of your investment reduced. There is no assurance that we will be able to retain our skilled employees or attract, assimilate and retain other highly skilled employees in the future.

Lengthy revenue cycles.

Revenue from our services and products frequently involves a substantial commitment of resources to evaluate a potential project and prepare a proposal. In addition, approval of proposals often involves a lengthy process due to clients' internal procedures and capital expenditure approval processes. We may not be awarded a project that we have prepared a proposal for and, even if we are, a substantial period of time may elapse from when we make a proposal to when we can recognize revenues from the project.

Seasonality.

Revenues of our services have typically been seasonal in nature and there could be periods of fluctuations in revenue volume due to the timing of project installations or factors that are beyond the Company's control, such as weather and construction delays.

We may make acquisitions or form joint ventures that are unsuccessful.

Part of our growth strategy involves acquisitions or joint ventures with other system integrators. This strategy is subject to the following risks, the occurrence of which could have a materially adverse impact on our business, financial condition or results of operations:

- We may not be able to identify suitable acquisition and joint venture candidates.
- If the purchase price of an acquisition includes cash, we may need to use a significant portion of our available cash or credit facility with our bank.
- We could have difficulty assimilating the acquired company's operations and personnel or working with the joint venture. These difficulties could disrupt our ongoing business, distract our management and employees and increase our costs.
- We may not be able to retain key employees of the acquired companies or maintain good relations with its customers or suppliers.
- We may be required to incur additional debt.
- We may be required to issue equity securities to pay for such acquisition, which will dilute existing shareholders.
- We may have to incur significant accounting charges, such as for an impairment of intangible assets, which may adversely affect our results of operations.

The trading volume in our common stock fluctuates and as a result you may find it difficult to sell your shares of our common stock.

Our common stock is listed on the Nasdaq Stock Market. Trading in our common stock fluctuates and on some days is minimal. Failure to maintain an active trading market in our common stock could negatively affect the price of our common stock and your ability to sell our common stock.

Item 1B. Unresolved Staff Comments

None.

Item 2. Properties

A description of the facilities we lease follows:

- 31,801 square foot sales, office, training and warehouse facility that also serves as our corporate office in Fair Lawn, New Jersey. This facility is a portion of a single-story, cinder block building in a commercial and industrial park. The lease on this space terminates on October 31, 2016, and provides for an annual rent of \$214,657 (escalates yearly) until that date, payable in equal monthly installments of \$17,888, plus taxes of approximately \$5,414 per month. We are also responsible for the cost of property tax increases, utilities, repairs, maintenance, alterations, cleaning and insurance.
- 8,980 square foot sales, office and warehouse facility in Fullerton, California. A two-story, concrete building in an office complex, this space is leased until November 15, 2011 at an average annual rent of \$113,148 and has an annual escalation clause, payable in equal monthly installments of \$9,429, with additional costs for maintenance, insurance, repairs and alterations, utilities, property tax increases and cleaning.
- 4,749 square foot sales, office and warehouse facility in Irving, Texas near the Dallas-Fort Worth Airport. A single-story, cinder block building in an office complex, this space is leased until August 1, 2015, at an annual average rental of \$39,600, payable in equal monthly installments of \$3,300, with additional costs for insurance,

repairs and alterations, utilities, property taxes and cleaning.

- 3,000 square foot sales, office and warehouse facility in Houston, Texas. A single-story, brick veneer building in an office complex, this space is leased until February 28, 2012 at an annual rental of \$18,000, with additional costs for insurance, repairs and alterations, utilities, property taxes and cleaning.
- 7,628 square foot sales, office and warehouse facility in Phoenix, Arizona near the Phoenix Airport. A single-story, concrete building in an office complex, this space is leased until September 2012 at an average annual rental of \$107,388, payable in average monthly installments of \$8,949, with additional costs for insurance, repairs and alterations, utilities, taxes increases and cleaning.
- 2,711 square foot office space in New York City for sales and project management personnel. This lease commenced on December 29, 2006, with an annual rental of \$68,962, payable in monthly installments of \$5,747, not including utilities. The lease escalates yearly and expires February 29, 2012.

- 7,636 square foot sales, office and warehouse facility in Wheat Ridge, Colorado. This facility is in a single-story, multi-office complex. The lease on this space terminates May 2014 and provides for an average annual rent of \$55,068 and has an annual escalation clause, payable in initial monthly installments of \$4,773, with additional costs for property taxes, utilities, repairs, maintenance, alterations, cleaning and insurance.
- 3,500 square foot sales, office and warehouse space in Colorado Springs, Colorado. This facility is in a single story multi-office complex. The lease terminates July 2012 and provides for an annual rent of \$19,800 and has an annual escalation clause, payable in monthly installments of \$1,650, with additional costs for property taxes, utilities, repairs, maintenance, alterations, cleaning and insurance.
- 4,800 square foot sales, office and warehouse facility in Newington, Virginia. This facility is in a single story multi-office complex. The annual rent is \$83,738 and has an annual escalation clause. The lease expires on July 31, 2010. The lease includes utilities.
- 2,400 square foot sales office facility in Baltimore, Maryland. This facility is in a single story brick multi-office complex. The annual rent is \$29,722 and has an annual escalation clause. The lease expires on August 31, 2011. There are additional charges for trash removal, gas and common area maintenance.

These facilities or similar facilities should meet our operational needs for the foreseeable future.

Item 3. Legal Proceedings

We know of no material litigation or proceeding, pending or threatened, to which we are or may become a party.

Item 4. (Removed and Reserved)

PART II

Item 5. Market for Registrant's Common Equity and Related Stockholder Matters and Issuer Purchases of Equity Securities

On October 1, 2008, we switched the listing of our common stock from the American Stock Exchange ("AMEX") to The Nasdaq Stock Market® ("NASDAQ"). Our common stock, \$.01 par value per share, is now traded under the symbol NASDAQ: HBE. The following table presents high and low sales prices of our common stock as reported on the NASDAQ or AMEX, as appropriate, for the periods indicated:

The following table indicates high and low stock prices for each period.

| 2009 | High | Low |
|----------------|---------|---------|
| First Quarter | \$ 7.52 | \$ 5.50 |
| Second Quarter | \$ 7.34 | \$ 5.58 |
| Third Quarter | \$ 6.00 | \$ 4.40 |
| Fourth Quarter | \$ 5.49 | \$ 3.79 |
| 2008 | | |
| 2008 | High | Low |
| First Quarter | \$ 5.00 | \$ 4.14 |
| Second Quarter | \$ 6.55 | \$ 4.95 |
| Third Quarter | \$ 7.10 | \$ 5.52 |
| Fourth Quarter | \$ 6.80 | \$ 4.73 |

- (a) Number of Holders of Common Stock. The number of holders of record of our Common Stock on December 31, 2008 was 36. Since a portion of the shares of the common stock are held in street or nominee name, it is believed that there are significant number of additional beneficial owners of common stock. On November 11, 2009, the Company's Certificate of Incorporation was amended to increase the number of the Company's authorized shares of Common Stock from 10,000,000 shares to 20,000,000 shares.
- (b) Dividends. There were no cash dividends or other cash distributions made by us during the years ended December 31, 2009 and 2008. Future dividend policy will be determined by our Board of Directors based on our earnings, financial condition, capital requirements and other existing conditions. It is anticipated that cash dividends will not be paid to the holders of our common stock in the foreseeable future.
- (c) In connection with the acquisition of Securus Inc. on October 10, 2005, the Company issued an aggregate of 150,001 shares of its common stock of which 150,001 are being held in escrow pursuant to the stock purchase escrow agreement between the Company and the selling shareholders of Securus, Inc. These shares held in escrow may be earned out through December 31, 2010 based upon the aggregate value of the earnings before interest and tax ("EBIT") to \$2,960,000. The issuance of the shares of restricted stock in connection with the aforementioned transaction was made in reliance upon the exemption provided in section 4(2) of the Securities Act of 1933, as amended.
- (d) In connection with the acquisition of all the capital stock of CIS Security Systems Corp. ("CIS") on October 2, 2006, the Company issued an aggregate of 20,000 shares of its common stock. The Company issued an additional 55,000 shares of its restricted common stock since the acquisition to CIS's selling shareholder after CIS met certain performance targets. The issuances of the shares of restricted stock in connection with the aforementioned transactions was made in reliance upon the exemption provided in section 4(2) of the Securities Act of 1933, as amended. The selling shareholder may earn an additional 25,000 shares of the Company's common stock if CIS achieves certain performance targets through December 2011 ..

- (e) Securities authorized for issuance under equity compensation plans.

See Item 12 of this Annual Report on Form 10-K for information about our equity compensation plans.

Item 6. Selected Financial Data

| | Years ended December 31, | | | | |
|--|--------------------------|------------|---------------|---------------|---------------|
| | 2009 | 2008 | 2007 | 2006 | 2005 |
| Results of operations: | | | | | |
| Net revenues | \$ 55,105,469 | 62,357,466 | \$ 57,852,216 | \$ 42,132,852 | \$ 42,156,188 |
| Cost of revenue | 40,848,553 | 46,465,194 | 45,076,126 | 30,818,832 | 31,581,187 |
| Selling, general and administrative | 14,985,849 | 12,797,730 | 12,695,509 | 12,720,381 | 8,422,193 |
| Net (loss) income | (823,957) | 1,557,756 | (303,304) | (2,260,138) | 1,137,974 |
| Per common share: | | | | | |
| Net (loss) income | | | | | |
| Basic | \$ (0.14) | 0.27 | \$ (0.05) | \$ (0.39) | \$ 0.20 |
| Diluted | (0.14) | 0.26 | (0.05) | (0.39) | 0.20 |
| Cash dividends declared | - | - | - | - | - |
| Financial position at year-end: | | | | | |
| Total assets | \$ 32,692,295 | 36,610,108 | \$ 32,331,570 | \$ 31,371,609 | \$ 25,161,530 |
| Long term debt, net of current portion | 4,830,517 | 4,855,662 | 465,539 | 3,463,236 | 727,961 |
| Total Liabilities | 16,751,915 | 20,551,151 | 18,397,478 | 17,360,991 | 9,178,564 |
| Shareholders' equity | 15,940,380 | 16,058,957 | 13,934,092 | 14,010,618 | 15,982,966 |

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Overview

We are an established leader in the electronic physical security industry, specializing in integrated security systems and emergency preparedness. Our operations are divided into two business segments – Security System Integration (“Integration”) and Specialty Products and Services (“Specialty”). The Integration segment provides “cradle to grave” services for a wide variety of security, communications and control systems. The Company specializes in turn-key systems that integrate many different technologies. Systems are customized to meet the specific needs of its customers. Through the Specialty segment we provide emergency preparedness programs, and specialized radio frequency communication equipment and integration. Each of the Company’s segments markets nationwide with an emphasis in Arizona, California, Colorado, Maryland, New Jersey, New York, Texas and Virginia. Customers are primarily medium and large businesses and governmental agencies. The Company derives a majority of its revenues from project installations and, to a smaller extent, maintenance service revenue.

Our Vision and Strategy

Our vision is to maintain our leadership position in security technology. We intend to do this in part by:

- Providing advice on product selection and system design;
- Examining and thoroughly testing each security product as it would be set up for use in our customers’ facilities; and
- Using only systems and components that are reliable and efficient to use.

In addition to growing the business organically, we have been actively pursuing the strategic acquisition of synergistic integrators and specialty products and service companies to further fuel steady growth. Consistent with our expansion strategy, we acquired seven companies since May of 2002, which include the two acquisitions made in October 2006 (See Note 17 to the Consolidated Financial Statements included in this Annual Report on Form 10-K). To finance our

acquisitions, we have used a combination of internally generated cash, the sale of company common stock and bank debt.

Trends

There are several factors impacting operating margins, including levels of competition for a particular project and the size of the project. As a significant amount of our costs are relatively fixed, such as labor costs, increases or decreases in revenues can have a significant impact on operating margins. The Company continually monitors costs and pursues cost control measures and sales initiatives to improve operating margins.

RECENT ACCOUNTING PRONOUNCEMENTS:

In June 2009, the FASB issued guidance now codified as FASB ASC Topic 105, “Generally Accepted Accounting Principles,” as the single source of authoritative nongovernmental U.S. GAAP. FASB ASC Topic 105 does not change current U.S. GAAP, but is intended to simplify user access to all authoritative U.S. GAAP by providing all authoritative literature related to a particular topic in one place. All existing accounting standard documents will be superseded and all other accounting literature not included in the FASB Codification will be considered non-authoritative. These provisions of FASB ASC Topic 105 are effective for interim and annual periods ending after September 15, 2009 and, accordingly, are effective for the Company for the current fiscal reporting period. The adoption of this pronouncement did not have an impact on the Company’s financial condition or results of operations, but will impact our financial reporting process by eliminating all references to pre-codification standards. On the effective date of this Statement, the Codification superseded all then-existing non-SEC accounting and reporting standards, and all other non-grandfathered non-SEC accounting literature not included in the Codification became non-authoritative.

In April 2008, the FASB issued additional guidance within ASC 350-30, General Intangibles Other than Goodwill (“ASC 350-30”). The required provisions within ASC 350-30 amend the factors that should be considered in developing renewal or extension assumptions used to determine the useful life of a recognized intangible asset under the prior guidance within ASC 350 Intangibles – Goodwill and Other. The guidance shall be applied prospectively to intangible assets acquired after adoption, and the disclosure requirements shall be applied prospectively to all intangible assets recognized as of, and subsequent to, adoption. ASC 350-30 is intended to improve the consistency between the useful life of an intangible asset determined under prior requirements within ASC 350 and the period of expected cash flows used to measure the fair value of the asset under ASC 805 and other GAAP. We have evaluated the new statement and have determined that it does not have a significant impact on the determination or reporting of our financial results.

In April 2009, the FASB amended Fair Value Accounting to provide additional guidance for estimating fair value when the volume and level of activity for the asset or liability have significantly decreased and also provides guidance on identifying circumstances that indicate a transaction is not orderly. We have evaluated the new statement and have determined the adoption did not have a material impact on the Consolidated Financial Statements.

In May 2009, the FASB issued guidance now codified as FASB ASC Topic 855, “Subsequent Events,” which establishes general standards of accounting for, and disclosures of, events that occur after the balance sheet date but before financial statements are issued. This pronouncement is effective for interim or fiscal periods ending after June 15, 2009. The adoption of this pronouncement did not have a material impact on our consolidated financial position, results of operations or cash flows. However, the provisions of FASB ASC Topic 855 resulted in additional disclosures with respect to subsequent events. The Company evaluated all events or transactions that occurred after December 31, 2009 up through the date we filed this annual report on Form 10-K. During this period no material subsequent events came to our attention.

In April 2009, the FASB issued guidance now codified as FASB ASC Topic 825, “Financial Instruments,” which amends previous Topic 825 guidance to require disclosures about fair value of financial instruments in interim as well as annual financial statements. This pronouncement is effective for periods ending after June 15, 2009. The adoption

of this pronouncement did not have a material impact on our consolidated financial position, results of operations or cash flows.

Critical Accounting Policies and Estimates

The Company's consolidated financial statements have been prepared in conformity with generally accepted accounting principles in the United States of America, which requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities, at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Actual results could differ from those estimates. Management uses its best judgment in valuing these estimates and may, as warranted, solicit external professional advice. The following critical accounting policies, some of which are impacted significantly by judgments, assumptions and estimates, affect the Company's consolidated financial statements.

Revenue Recognition

Revenue from a project in either the Integration or Specialty segments are recognized on the percentage of completion method, whereby revenue and the related gross profit are determined based upon the actual costs incurred to date for the project to the total estimated project costs at completion. Project costs generally include all material and shipping costs, the Company's direct labor, subcontractor costs and an allocation of indirect costs related to the direct labor. Changes in the project scope, site conditions, staff performance and delays or problems with the equipment used on the project can result in increased costs that may not be billable or accepted by the customer and results in a loss or lower profit than was originally anticipated at the time of the proposal.

Estimates for the costs to complete the project are continuously updated by management during the performance of the project. Provisions for changes in estimated costs and losses, if any, on uncompleted projects are made in the period in which such changes are determined. In general, we determine a project to be substantially completed after:

1. The scope of work is completed, which includes installing the equipment as required in the contract.
2. System is functional and has been tested.
3. Training has been provided.

The majority of the Company's projects are completed within a year. Revenue from product sales are recognized when title and risk of loss passes to the customer.

Service contracts, which are generally separate and distinct agreements from project agreements, are billed either monthly or quarterly on the last day of the month covered by the contract. Accordingly, revenue from service contracts are recognized ratably over the length of the agreement. In 2007, 2008 and 2009, the Company did not bundle any significant service contracts with our systems installation work.

Trade Receivables and Allowance for Doubtful Accounts

Trade receivables are stated at net realizable value. This value includes an appropriate allowance for estimated uncollectible accounts. The allowance is evaluated on a regular basis by management and is based upon historical experience with the customer, the aging of the past due amounts and the relationship with and economic status of our customers. The evaluation is based upon estimates taking into account the facts and circumstances at the time of the evaluation. Actual uncollectible accounts could exceed our estimates and changes to its estimates will be accounted for in the period of change. Account balances are charged against the allowance after all means of collection have been exhausted and the potential for recovery is considered remote. Our trade receivables are not collateralized.

Inventory Valuation

Inventory is stated at the lower of cost or market value. Cost has been determined using the first-in, first-out method. Inventory quantities on-hand are regularly reviewed, and where necessary, reserves for excess and obsolete inventories are recorded.

Warranty

The Company offers warranties on all products, including parts and labor that range from one year to three years depending upon the type of product concerned. For products made by others, the Company passes along the manufacturer's warranty to the end user.

Intangible Assets

The Company's intangible assets include goodwill and other intangibles. Other intangibles consist of the fair value of acquired customer lists, service contracts acquired, trade names, and covenants not to compete. Goodwill represents the excess of purchase price over fair value of net assets acquired at the date of acquisition. Collectively, these assets which affect the amount of future period amortization expense and possible impairment expense that we will incur. Management's judgments regarding the existence of impairment indicators are based on various factors, including market conditions and operational performance of our business. As of December 31, 2009 and 2008, we had \$4,674,232 and \$4,608,745, respectively, of goodwill and other intangibles, accounting for 14.3% and 12.6% of our total assets at the respective dates. The goodwill is not amortizable; the majority of other intangibles are. The determination of the value of such intangible assets requires management to make estimates and assumptions that affect our consolidated financial statements. We test our goodwill for impairment, at least annually. This test is conducted in December of each year in connection with the annual budgeting and forecast process. Also, on a quarterly basis, we evaluate whether events have occurred that would negatively impact the realizable value of our intangibles or goodwill.

Effective January 1, 2002, the Company adopted the provisions of FASB ASC 350 "Goodwill and Other". In accordance with that statement, goodwill and intangible assets with indefinite lives are not amortized, but are tested at least annually for impairment. Prior to January 1, 2002, the Company had not recorded goodwill or other intangible assets of indefinite lives. Intangible assets with estimable useful lives, consisting primarily of acquired customer lists, service contracts and covenants not to compete are amortized on a straight-line basis over their estimated useful lives of three to fifteen years and are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset or asset group may not be recoverable. If the intangible asset's remaining useful life is changed, the intangible asset will be amortized over the remaining useful life. If the asset being amortized is determined to have an indefinite useful life, the asset will be tested for impairment. The impairment test will consist of measuring its fair value with its carrying amount. If the carrying amount of the intangible assets exceeds its fair value, an impairment loss is recognized for an amount equal to the excess and the adjusted carrying amount is recognized as its new accounting basis.

The Company's goodwill impairment test is based on a two part procedure consistent with the requirements of FASB ASC 350. The first test consists of determining the fair value of the reporting unit and comparing it to the carrying value of the reporting unit. If the carrying value of the reporting unit exceeds the fair value of the reporting unit, a second test is performed. In step two, the implied fair value of the goodwill (which is the excess of the fair value of the reporting unit over the fair value of the net assets) is compared to the carrying value of the goodwill. An impairment loss is recognized for any excess value of goodwill over the implied value. We determined the reporting unit by analyzing geographic regions, as management evaluates the Company's performance in this manner. We have identified five separate and distinct operating units for the testing requirements of FASB ASC 350, and evaluate each reporting unit for impairment.

We completed our annual goodwill impairment analysis as of December 31, 2009. Our assessment did not result in good will impairment. Significant assumptions used in the include revenue growth, margins and discount rates. We used historical performance and management estimates of future performance to determine margins and growth rates. Of reporting units with goodwill, these entities had a combined fair value that is in excess of its carrying value by approximately 147%. However, there were certain individual entities that, while not requiring an impairment expense in 2009, given the current economic climate, resulted in a reduction in the fair value that is in excess of its carrying value compared to the impairment analysis conducted in 2008. Considerable management judgment is necessary to evaluate the impact of operating changes and to estimate future cash flows. Changes in our actual results and/or estimates or any of our other assumptions used in our analysis could result in a different conclusion.

Income Taxes

Deferred taxes are provided on an asset and liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss carry forwards and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax basis. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

Comparison of the year ended December 31, 2009 to the year ended December 31, 2008

Analysis of consolidated statement of operations

| | For the years ended December 31, | | |
|--|----------------------------------|---------------|----------|
| | 2009 | 2008 | % change |
| Revenue | \$ 55,105,469 | \$ 62,357,466 | -11.6% |
| Cost of revenue | 40,848,553 | 46,465,194 | -12.1% |
| Gross profit | 14,256,916 | 15,892,272 | -10.3% |
| Operating expenses: | | | |
| Selling, general & administrative expenses | 14,985,849 | 12,797,730 | 17.1% |
| Operating (loss) profit | (728,933) | 3,094,542 | -123.6% |
| Interest income | 28,610 | 91,558 | -68.8% |
| Other income | 38,885 | 17,266 | 125.2% |
| Interest expense | (280,911) | (271,290) | 3.5% |
| (Loss) income before tax expense | (942,349) | 2,932,076 | -132.1% |
| Tax (benefit) expense | (118,392) | 1,374,320 | -108.6% |
| Net (loss) income | \$ (823,957) | \$ 1,557,756 | -152.9% |

Revenue - Revenue for the year ended December 31, 2009 was \$55,105,469, representing a decrease of \$7,251,997 or 11.6%, as compared to revenue of \$62,357,466 for the year ended December 31, 2008. Revenue was down in the Company's New Jersey, California, Arizona, and Mid-Atlantic regions in 2009 versus 2008. The New Jersey region had the greatest decrease, as a result of the winding down of large projects that were not replaced by similar projects due to competitive margin pressure in the marketplace. The overall declines in revenues are also due to the protracted credit freeze and economic downturn, which is having a significant negative impact on construction markets and capital spending patterns of commercial businesses. Partially offsetting these declines was an increase in revenue resulting from the L-3 Contract (in February 2008, the Company entered into a subcontractor agreement with Global Security & Engineering Solutions, a division of L-3 Services, Inc. ("L-3") pursuant to which L-3 would issue task orders under its Indefinite Quantity Firm Fixed Price Contract with the U.S. Marine Corp Systems Command to deliver a Tactical Video Capture System ("TVCS")), and increases in the Colorado and Texas regions, which were up 12.4% on a combined basis. The L-3 contract generated \$3.5 million incremental revenue in 2009 over 2008 and the Company's Airorlite business also had a modest increase in 2009 over the prior year.

Cost of Revenue - Cost of revenue for the year ended December 31, 2009 was \$40,848,553 as compared to \$46,465,194 for the year ended December 31, 2008. While gross profit dollars were lower in 2009 versus 2008, principally as a result of the lower revenues, the gross profit margin for the year ended December 31, 2009 was 25.9% as compared to 25.5% for the year ended December 31, 2008. In the first quarter of 2008, our Airorlite subsidiary incurred significant losses in order to complete work on certain open contracts which depressed gross profit for that period in 2008. Our New Jersey, Arizona, Mid-Atlantic and California Banking operations had both lower period-over-period gross profit margin and gross profit dollars due to a combination of: 1) decline in revenues; 2) competitive pricing of projects given the current economy, and 3) cost overruns on a limited number of projects. The L-3 Contract generated profit during the year ended December 31, 2009, albeit at a lower margin percent than the Company's overall gross margin.

Selling, General and Administrative Expenses - Selling, general and administrative expense was \$14,985,849 for the year ended December 31, 2009 as compared to \$12,797,730 for the year ended December 31, 2008. This increase of \$2,188,119 or 17.1% was mainly attributable to higher personnel related costs, higher bad debt expense and professional fees, and lower overhead absorption into cost of goods sold due to the lower revenues in 2009 compared

to 2008. As part of our strategic growth initiative, we have increased our sales force starting in the last quarter of 2008 and continuing throughout the third quarter of 2009. This initiative was implemented in order to take advantage of an anticipated increase in security spending related to public projects and the expansion of the Company's national footprint into Houston, Texas. Higher training costs for our sales and technical staff, as well as costs for an internet based service program, were also incurred during 2009 compared with 2008, which contributed to the overall increase.

Interest Income – Interest income for the year ended December 31, 2009 was \$28,610 as compared to \$91,558 for the year ended December 31, 2008. This decrease was attributable to lower average cash balances during the nine month period ended December 31, 2009 versus the same period in the prior year.

Interest Expense - Interest expense for the year ended December 31, 2009 was \$280,911 as compared to \$271,290 for the year ended December 31, 2008. While the average outstanding revolving debt balance was \$1,362,901 higher in the year ended December 31, 2009 versus that in the year ended December 31, 2008, the average prime rate of interest paid was 155 basis points lower in the 2009 period than it was in 2008 resulting in the lower interest expense.

Tax Expense – A tax benefit of \$118,392, based upon a loss before taxes of \$942,349 was realized for the year ending December 31, 2009. The effective tax rate for the year ended December 31, 2009 was 12.6%. The tax rate is a result of the Company operating in multiple states and jurisdictions with higher tax rates, combined with the impact of being unable to claim certain state tax benefits on subsidiary losses. Tax expense for the year ended December 31, 2008 was \$1,374,320. This provision was driven primarily as a result of the Company operating in multiple states and jurisdictions with higher tax rates, combined with the impact of being unable to claim a state tax benefit on the Airorlite subsidiary losses.

Net (Loss) Income - As a result of the above noted factors our net loss was \$823,957 for the year ended December 31, 2009 compared to net income of \$1,557,756 for the year ended December 31, 2008. This resulted in diluted loss per share of \$0.12 on weighted average diluted common shares outstanding of 5,865,187 for the year ended December 31, 2009, as compared to diluted earnings per share of \$0.26 on weighted average diluted common shares outstanding of 5,988,782 for the year ended December 31, 2008.

Comparison of the year ended December 31, 2008 to the year ended December 31, 2007

Analysis of consolidated statement of operations

| | For the years ended December 31 | | |
|--|---------------------------------|---------------|----------|
| | 2008 | 2007 | % change |
| Revenue | \$ 62,357,466 | \$ 57,852,216 | 7.8% |
| Cost of revenue | 46,465,194 | 45,076,126 | 3.1% |
| Gross profit | 15,892,272 | 12,776,090 | 24.4% |
| Operating expenses: | | | |
| Selling, general and administrative expenses | 12,797,730 | 12,695,509 | 0.8% |
| Goodwill and intangible asset impairment charges | - | 43,999 | -100.0% |
| Operating profit | 3,094,542 | 36,582 | 8359.3% |
| Interest income | 91,558 | 73,493 | 24.6% |
| Other income (expense) | 17,266 | (191) | -9152.6% |
| Interest expense | (271,290) | (349,907) | -22.5% |
| Income (loss) before tax expense | 2,932,076 | (240,023) | 1321.6% |
| Provision for income taxes | 1,374,320 | 63,281 | 2071.8% |
| Net income (loss) | \$ 1,557,756 | \$ (303,304) | 613.6% |

Revenue - Revenue for the year ended December 31, 2008 was \$62,357,466 representing an increase of \$4,505,250 or 7.8%, as compared to revenue of \$57,852,216 for the year ended December 31, 2007. Arizona operations continued to show significant revenue improvement as revenues from its top three customers showed year over year increases. Improved revenues from our Colorado and Virginia operations also contributed to the higher revenues for the year ended December 31, 2008, compared to the same period in the prior year. These increases were partially offset by a decline in revenue from our California Banking operations, as well as from our Airorlite subsidiary. While up significantly from preceding years, New Jersey / New York's revenues were flat in 2008 compared to 2007. A significant portion of the revenues in both years for New Jersey / New York resulted from work completed for several large public agencies in the New York Metropolitan area. In February 2008, the Company entered into a subcontractor agreement with Global Security & Engineering Solutions, a division of L-3 Services, Inc. ("L-3") pursuant to which L-3 would issue task orders under its Indefinite Quantity Firm Fixed Price Contract with the U.S. Marine Corp Systems Command to deliver a Tactical Video Capture System ("TVCS"). TVCS is used for real-time

visualization and situational awareness while Marine units are conducting military operations in urban terrain training exercises. The performance period of the contract is three years. In 2008, the revenue recognized under this contract represented \$2.6 million and there were outstanding task orders included in our backlog of approximately \$2.3 million at December 31, 2008.

Selling, General and Administrative Expenses - Selling, general and administrative expenses were \$12,797,730 for the year ended December 31, 2008 as compared to \$12,695,509 for the year ended December 31, 2007. This increase of 0.8% or \$102,221 was mainly attributable to higher vehicle expense due to increased fuel costs during 2008, higher stock option expense and a net increase in bad debt expense for the current year period, partially offset by improved labor utilization, lower professional fees, and lower depreciation and amortization of intangibles expense.

Interest Income - Interest income for the year ended December 31, 2008 was \$91,558 as compared to \$73,493 for the year ended December 31, 2007. This increase was attributable to higher cash balances during the twelve month period ended December 31, 2008 versus the same period in the prior year.

Interest Expense - Interest expense for the year ended December 31, 2008 was \$271,290 as compared to \$349,907 for the year ended December 31, 2007. Although the average outstanding debt balance was only \$171,391 higher in the twelve month period ended December 31, 2008 versus that in the year ended December 31, 2007, the average prime rate of interest paid was 301 basis points lower in the 2008 period than it was in 2007.

Tax Expense - Tax expense for the year ended December 31, 2008 was \$1,374,320. This provision was driven primarily as a result of the Company operating in multiple states and jurisdictions with higher tax rates, combined with the impact of being unable to claim a state tax benefit on the Aironlite subsidiary losses. Tax expense for the year ended December 31, 2007 was \$63,281. This provision was driven primarily by profitability in states with higher income tax rates.

Net Income (Loss) - As a result of the above noted factors our net income was \$1,557,756 for the year ended December 31, 2008 compared to a net loss of \$303,304 for the year ended December 31, 2007. This resulted in diluted earnings per share of \$0.26 on weighted average diluted common shares outstanding of 5,988,782 for the year ended December 31, 2008, as compared to diluted loss per share of \$0.05 on weighted average diluted common shares outstanding of 5,768,864 for the year ended December 31, 2007.

Liquidity and Capital Resources - As of December 31, 2009, we had cash and cash equivalents of \$2,917,046.

Our net current assets were \$13,748,868 at December 31, 2009 versus \$13,944,121 at December 31, 2008. Total debt at December 31, 2009 was \$5,367,070 compared to the December 31, 2008 balance of \$5,485,404.

Cash provided by operating activities was \$3,704,388 during the year ended December 31, 2009. The most significant source of cash resulted from a net decrease in accounts receivable and retainage receivable of \$5,794,746, and \$1,460,554, respectively. This was partially offset by a decrease in accounts payable and accrued expenses of \$1,566,894 and \$1,326,558, respectively, and an increase in prepaid expenses and income taxes receivable of \$545,537.

Cash used in investing activities was \$519,919. The most significant expenditures were for computer and software purchases and earn-out payments related to the CIS acquisition, and a minor acquisition of another business in 2009.

Cash from financing activities used \$295,129, representing the final payoff of the term loan and capital lease payments, partially offset by proceeds from stock option exercises of \$203,669.

We currently have an \$8 million revolving credit facility with TD Bank. Borrowings under the revolving credit facility were \$4,335,898, at December 31, 2009. It is our expectation and intent to use cash from operations and to incur additional debt as appropriate to finance future working capital and acquisitions. Additionally, to fund future acquisitions we would consider the issuance of subordinated debt, or the sale of equity securities, or the sale of existing Company assets. The Company is required to maintain certain financial and reporting covenants and

restrictions on dividend payments under the terms of the Loan Agreement with TD Bank, N.A. (See Note 8 to the Consolidated Financial Statements included in this Annual Report on Form 10-K).

Backlog and Bookings

Booked orders of \$59,426,020 for the year ended December 31, 2009 were general flat as compared to \$59,491,543 for the year ended December 31, 2008. The Company's backlog as of December 31, 2009 was \$28,021,794 and was \$23,701,243 at December 31, 2008. The primary factor for the increase in the backlog is attributable to the several large public agency jobs in New Jersey / New York for which we were awarded the contracts to in the fourth quarter of 2009, as well as increased bookings in our California integration and Texas operations, partially offset by lower bookings related to the L-3 Contract. Booked orders increased \$2,874,564 to \$59,491,543 in the year ended December 31, 2008 as compared to \$56,616,979 in the corresponding period of 2007.

DIVIDENDS

We have not declared cash dividends on our common equity. The payment of dividends is prohibited under the existing credit agreement with TD Bank, N. A. We may, in the future, declare dividends under certain circumstances.

SEASONALITY

Revenues generated by our services have typically been seasonal in nature and there could be periods of fluctuations in revenue volume due to the timing of project installations or factors that are beyond the Company's control, such as weather and construction delays.

INFLATION

Our revenues and costs generally have kept pace with inflation.

OFF BALANCE SHEET ARRANGEMENTS

We do not have any financial partnerships with unconsolidated entities, such as entities often referred to as structured finance, special purpose entities or variable interest entities which are often established for the purpose of facilitating off-balance sheet arrangements or other contractually narrow or limited purposes. Accordingly, we are not exposed to any financing, liquidity, market or credit risk that could arise if we had such relationships.

AGGREGATE CONTRACTUAL OBLIGATIONS

As of December 31, 2009, the Company's contractual obligations, including payments due by period, are as follows:

| | Payment due by period | | | | | | |
|--|-----------------------|--------------|------------|-----------|------|------------|--------------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | Thereafter | Total |
| Long-term debt Obligations | \$ - | \$ 4,335,898 | \$ - | \$ - | \$ - | \$ - | \$ 4,335,898 |
| Interest Obligations on Long-term debt | 173,436 | 86,718 | - | - | - | - | 260,154 |
| Capital Lease Obligations | 347,018 | 358,332 | 218,595 | 87,386 | - | - | 1,011,331 |
| Short-term debt | 194,665 | - | - | - | - | - | 194,665 |
| | \$ 715,119 | \$ 4,780,948 | \$ 218,595 | \$ 87,386 | \$ - | \$ - | \$ 5,802,048 |

Item 7A. Quantitative and Qualitative Disclosures about Market Risk

We have one revolving loan for which the interest rate on outstanding borrowings is variable and is based upon the prime rate of interest. At December 31, 2009 and 2008 there was \$4,335,898 outstanding under this revolving credit facility.

Item 8. Financial Statements and Supplementary Data

Refer to pages F-1 through F-24.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

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ITEM 9A (T). CONTROLS AND PROCEDURES

(a) EFFECTIVENESS OF DISCLOSURE CONTROLS AND PROCEDURES

The Company's management, with the participation of our Chief Executive Officer, Chief Operating Officer and Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures as of December 31, 2009. The term "disclosure controls and procedures," as defined in Rules 13(a)-15(e) and 15(d)-15(e) under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), means controls and other procedures of a company that are designed to ensure that information required to be disclosed by the company in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by a company in the reports that it files or submits under the Exchange Act is accumulated and communicated to the company's management, including its principal executive and principal financial officers, as appropriate to allow timely decisions regarding required disclosure. Management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and management necessarily applies its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on the evaluation of our disclosure controls and procedures as of December 31, 2009, our Chief Executive Officer and Chief Financial Officer concluded that, as of such date, our disclosure controls and procedures were effective.

(b) MANAGEMENT'S ANNUAL REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

The management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control over financial reporting is defined in Rules 13a-15(f) and 15d-15(f) promulgated under the Exchange Act as a process designed by, or under the supervision of, the company's principal executive and principal financial officers and effected by the company's board of directors, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles and includes those policies and procedures that:

- Pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company;
- Provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the Company; and
- Provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Our management assessed the effectiveness of our internal control over financial reporting as of December 31, 2009. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control-Integrated Framework. Based on our assessment,

management believes that, as of December 31, 2009, the Company's internal controls over financial reporting is effective based on those criteria.

This annual report does not include an attestation report of the Company's registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by the Company's registered public accounting firm pursuant to temporary rules of the Securities and Exchange Commission that permit the Company to provide only management's report in this annual report.

Changes in Internal Control over Financial Reporting

There were no significant changes in our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) identified in management's evaluation during the fourth quarter of fiscal year 2009 that have materially affected or are reasonably likely to materially affect our internal control over financial reporting.

There were no events requiring disclosure that had not been made under Form 8-K in the fourth quarter of our fiscal year

Item 9B. Other Information

There were no events requiring disclosure that had not been made under Form 8-K in the fourth quarter of our fiscal year.

PART III

Item 10. Directors, Executive Officers and Corporate

Identification of Directors (ages are as of March 8, 2010):

| Name | Age | Position(s) with the Company | Director Since |
|---------------------|-----|--|----------------|
| Richard D. Rockwell | 54 | Chairman and Director | 2007 |
| James E. Henry | 56 | Vice-Chairman, Chief Executive Officer, Treasurer and Director | 1998 |
| Brian Reach. | 55 | President, Chief Operating Officer, Secretary and Director | 2004 |
| Robert L. De Lia Sr | 62 | Director | 2004 |
| James W. Power | 80 | Director | 2005 |
| Joseph P. Ritorto | 78 | Director | 2002 |
| David Sands | 53 | Director | 2005 |

| Name | Age | Position(s) with the Company | Officer Since |
|---------------------|-----|--|---------------|
| James E. Henry | 56 | Vice-Chairman, Chief Executive Officer, Treasurer and Director | 1998 |
| Brian Reach. | 55 | President, Chief Operating Officer, Secretary and Director | 2004 |
| John P. Hopkins | 49 | Chief Financial Officer | 2006 |
| Brian J. Smith | 55 | Corporate Controller | 2007 |
| Christopher Peckham | 44 | Chief Information Officer / Chief Security Officer | 2007 |

Richard D. Rockwell has served as a director of the Company since November 2007. In December 2009, Mr. Rockwell was named Chairman of the Company's Board of Directors, having previously served as Vice Chairman since November 2008. Mr. Rockwell also serves the Company's Executive Committee as Chairman. Mr. Rockwell has been Owner and Chairman of Professional Security Technologies LLC, a full service security systems integrator since 1996. Mr. Rockwell has been Owner and President of Main Security Surveillance, Inc. since 2005. From 1982 to 2003, Mr. Rockwell was Founder, Owner and Chief Executive Officer of Professional Security Bureau, Ltd. ("PSB"), a security guard services company. In 2003 PSB, with annual revenues in excess of \$100 million, was divested to Allied Security. From 1997 through 2003, Mr. Rockwell was co-founder and Chairman of TransNational Security Group, LLC ("TSG"). TSG afforded the member companies with opportunities for national sales and marketing, national contracting, and combined purchasing power. From 1995 to 2005, Mr. Rockwell was founder and owner of PeopleVision, a full service advertising and display manufacturing company. From 1981 to 1982, Mr. Rockwell was vice president, legal affairs of Metropolitan Maintenance Company, a publicly-traded company listed on the Boston stock exchange. Mr. Rockwell received a Bachelor of Arts from Ithaca College and a Juris Doctor from Western New England College of Law.

James E. Henry co-founded the Company's predecessor company in 1989 and served as President and Chief Executive Officer until December 2001 when he was elected Chairman of the Board. Mr. Henry continues to serve as Chief Executive Officer and is also the Company's Treasurer. Mr. Henry graduated from the University of New Hampshire with a Bachelor of Science degree in electrical engineering. In addition to his other responsibilities, Mr. Henry has continued to design, install, integrate and market security and communications systems as well as manage the Company's research and development.

Brian Reach, in addition to his prior duties, was named Chief Operating Officer in August 2006 and President in March 2007. Mr. Reach has been a member of the Company's Board of Directors since February 2004 and has served as the Company's Vice-Chairman since June 2004 and as its Secretary since November 2004. From September 1999 until April 2002, Mr. Reach was the Chief Financial Officer of Globix Corporation, a provider of application, media and infrastructure management services. Globix's common stock is traded on the OTC Bulletin Board. From May 1997 to August 1999, Mr. Reach was the Chief Financial Officer of IPC Communications, a provider of integrated telecommunications equipment and services to the financial industry. During his tenure at IPC, Mr. Reach successfully guided IPC through its leveraged recapitalization and financially restructured IPC enabling it to invest in strategic acquisitions and next generation technologies. Prior to IPC, Mr. Reach was the Chief Financial Officer of Celadon Group, Inc. and Cantel Industries, Inc. Mr. Reach became a certified public accountant in 1980 and received his Bachelor of Science degree in accounting from the University of Scranton in 1977.

Robert L. De Lia, Sr. has been a member of our Board since May 2004. Currently, Mr. De Lia is vice president of TJ's Motorsport, a privately held company dedicated to supplying quality motor sport products. From 2002 to 2003, Mr. De Lia was the President and Chief Executive Officer of Airorlite Communications, Inc., a company that specializes in designing, manufacturing and maintaining wireless communications equipment used to enhance and extend emergency radio frequency services and cellular communication for both fixed and mobile applications. In April 2004, a wholly-owned subsidiary of the Company purchased all of the issued and outstanding shares of stock of Airorlite Communications, Inc. From 1987 to 1999, Mr. De Lia was the President and Chief Executive Officer of Fiber Options, Inc. Mr. De Lia graduated from the New York Institute of Technology in 1969.

James W. Power has been a member of our Board since December 2005. Mr. Power, director of RAE Systems, Inc., a manufacturer of equipment used to detect weapons of mass destruction, hazardous materials and toxic chemicals; and the principal partner in J.W. Power & Associates. Mr. Power previously served as Chairman of the Board of InfoGraphic Systems Corp.; President and Chief Executive Officer of Martec\SAIC; President and Chief Executive Officer of Pinkerton Control Systems and has held senior executive positions with Cardkey Systems, Inc., Nitrol Corporation and TRW Data Systems. Previously, he has served as a director of National Semiconductor, ICS Corporation, and Citicorp Custom Credit and Citicorp Credit Services.

Joseph P. Ritorto has been a member of our Board since January 2002. Mr. Ritorto is the co-founder of First Aviation Services, Inc., which is located in Teterboro Airport, Teterboro, New Jersey and provides a variety of aviation support services. Mr. Ritorto has been an officer, in various capacities, of First Aviation Services since 1986. Mr. Ritorto sold First Aviation Services to a group led by Goldman Sachs in May 2008. From 1991, until he retired in May 2001, Mr. Ritorto served as the Senior Executive Vice President and Chief Operating Officer of Silverstein Properties, Inc. In this capacity, Mr. Ritorto's responsibilities included overseeing operations and directing the lease administration of Silverstein owned and managed properties.

David Sands has been a member of our Board since 2005. Mr. Sands is a certified public accountant and a partner of Buchbinder Tunick & Company LLP where he is the head of the tax department. Mr. Sands is a member of the American Institute of Certified Public Accountants and the New York State Society of CPAs. Mr. Sands has also lectured at the New York University Summer Continuing Education and the Foundation for Accounting Education Programs. Mr. Sands received a Bachelor of Science from SUNY at Buffalo and a Master of Science in Taxation from Pace University.

John P. Hopkins was appointed Chief Financial Officer in August 2006. Prior to joining the Company, Mr. Hopkins was Chief Financial Officer for Measurement Specialties from July 2002 to August 2006, was Vice President, Finance from April 2001 to July 2002, and was Vice President and Controller from January 1999 to March 2001, with Cambrex Corporation, a provider of scientific products and services to the life sciences industry. From 1988 to 1998, he held various senior financial positions with ARCO Chemical Company, a manufacturer and marketer of specialty chemicals and chemical intermediates. Mr. Hopkins is a Certified Public Accountant and was an Audit Manager for Coopers & Lybrand prior to joining ARCO Chemical. Mr. Hopkins holds a B.S. in Accounting from West Chester University, and an M.B.A. from Villanova University.

Brian J. Smith was appointed Corporate Controller in April 2007. Prior to joining the Company, Mr. Smith was VP-General Manager NetVersant of New York, a provider of voice and data system infrastructure from 2002. From 1991 to 2002 Mr. Smith held various senior financial positions with Insilco Technologies, a manufacturer and distributor of electronic components. Mr. Smith is a Certified Public Accountant and began his career as an auditor for KPMG Peat Marwick. Mr. Smith holds a B.S. in Accounting from Fordham University.

Christopher Peckham was appointed Chief Information Officer / Chief Security Officer in September 2007. Prior to joining the Company, Mr. Peckham was Director of Operations with Sungard Higher Education from 2003. From 1999 to 2003, Mr. Peckham served in several VP positions at Globix Corporation in the areas of Network and Systems Engineering, Operations, and Information Technology. Prior to that, he held positions in networking and systems at Icon CMT, PFMC, and NJIT. Mr. Peckham received the B.S., M.S., and Ph.D. degrees in electrical engineering from the New Jersey Institute of Technology and a MBA from Rutgers University.

(c) Compliance with Section 16(a) of the Exchange Act

Section 16(a) of the Exchange Act, requires our directors and officers, and persons who own more than 10% of our Common Stock, to file with the Securities and Exchange Commission initial reports of beneficial ownership and

reports of changes in beneficial ownership of our Common Stock and other equity securities. Our officers, directors and greater than 10% beneficial owners are required by SEC regulation to furnish us with copies of all Section 16(a) forms they file. To our knowledge, for the year ended December 31, 2009, based solely on a review of the copies of such reports furnished to the Company and representations by these individuals that no other reports were required during the year ended December 31, 2009, all Section 16(a) filing requirements applicable to our directors, officers and greater than 10% beneficial owners have been timely filed.

(d) Code of Conduct and Ethics

We have a Code of Conduct that applies to all of our directors, officers and employees, including our principal executive officer, principal financial officer and principal accounting officer and a Code of Ethics that applies to our senior financial officers. You can find our Code of Conduct and Code of Ethics on our website: www.hbe-inc.com. We will post there any amendments to these Codes, as well as any waivers that are required to be disclosed by the rules of either the Securities and Exchange Commission or NASDAQ.

Item 11. Executive Compensation

Summary Compensation Table

The following table sets forth summary information concerning the annual compensation for the years ended December 31, 2009 and 2008 for our principal executive officer (“PEO”), principal financial officer (“PFO”) and our most highly compensated executive officers other than our PEO and our PFO for the year ended December 31, 2009:

| Name and Principal Position | Year | Salary (\$) | Bonus (\$) | Option Awards (\$)(1) | All Other compensation (\$)(2) | Total (\$) |
|---|------|----------------|---------------|-----------------------------|--------------------------------------|---------------|
| James E Henry, Vice-Chairman, Chief Executive Officer, Treasurer and Director | 2009 | 213,927 | - | - | 750 | 214,677 |
| | 2008 | 180,131 | 36,050 | - | - | 216,181 |
| | 2007 | 174,148 | - | - | - | 174,148 |
| Brian Reach, President, Chief Operating Officer, Secretary and Director | 2009 | 213,927 | - | - | 7,050 | 220,977 |
| | 2008 | 180,131 | 36,050 | - | 6,300 | 222,481 |
| | 2007 | 173,019 | - | 10,626 | 6,281 | 189,926 |
| John P. Hopkins, Chief Financial Officer | 2009 | 199,388 | - | - | 6,750 | 206,138 |
| | 2008 | 180,131 | 33,050 | - | 6,000 | 219,181 |
| | 2007 | 175,000 | - | 31,879 | 6,500 | 213,379 |
| Brian J. Smith (3) | 2009 | 164,478 | - | - | 6,000 | 170,478 |
| | 2008 | 147,971 | 17,803 | - | 6,000 | 171,774 |
| | 2007 | 100,223 | - | 12,035 | 4,250 | 116,508 |
| Christopher Peckham (4) | 2009 | 149,260 | - | - | 5,550 | 154,810 |
| | 2008 | 125,926 | 25,189 | - | 4,800 | 155,915 |
| | 2007 | 36,058 | - | 5,407 | 1,400 | 42,865 |

(1) Represents the dollar amount recognized for financial statement reporting purposes with respect to the years ended December 31, 2007 and 2006 for the fair value of the option granted to the named executive officer. The fair value was estimated in accordance with FASB 123R. For a more detailed discussion on the valuations made and assumptions used to calculate the fair value of our options refer to Note 10 of our Annual Report on Form 10-K for the year ended December 31, 2009.

(2) For Mssrs. Hopkins, Smith and Peckham represents auto allowances. For Mr. Reach represents medical premium reimbursement. For Mssrs. Henry, Reach, Hopkins and Peckham, also includes 401(k) Plan matching contribution from the Company.

(3) Effective April 14, 2007 Mr. Smith became the Corporate Controller.

(4) Effective September 10, 2007 Mr. Peckham became the Chief Information Officer / Chief Security Officer.

Grants of Plan-Based Awards in 2009

There were no grants of stock options under our existing stock option plans issued by us during 2009 to executive officers named in the Summary Compensation Table.

Outstanding Equity Awards at December 31, 2009

The following table contains information concerning unexercised options held as of December 31, 2009 by the executive officers named in the Summary Compensation Table:

| Name | Number of Securities Underlying Options Exercisable (#) | Number of Securities Underlying Options Unexercisable (#) | Option Awards | | |
|---------------------|---|---|---|----------------------------|------------------------|
| | | | Equity Incentive Plan Awards: Number of Securities Underlying Unexercised Options (#) | Option Exercise Price (\$) | Option Expiration Date |
| Brian Reach | 100,000(1) | - | - | 7.10 | 5/31/2010 |
| Brian Reach | 30,000(2) | 20,000(2) | - | 3.71 | 8/8/2012 |
| John P. Hopkins | 90,000(3) | 60,000(3) | - | 3.71 | 8/8/2012 |
| Brian Smith | 16,000 | 24,000(4) | - | 4.26 | 5/14/2013 |
| Brian Smith | 4,000 | 6,000(5) | - | 4.11 | 11/8/2013 |
| Christopher Peckham | 20,000 | 30,000(6) | - | 4.65 | 9/11/2013 |

(1) Represents grant of 100,000 incentive stock options which vests equally in 25 monthly installments of 4,000, with the installment vesting on June 30, 2004.

(2) Represents grant of 50,000 incentive stock options which vests in five equal installments of 10,000 on August 8, 2007, 2008, 2009, 2010, and 2011, respectively.

(3) Represents grant of 150,000 incentive stock options which vests in five equal installments of 30,000 on August 8, 2007, 2008, 2009, 2010, and 2011, respectively.

(4) Represents grant of 40,000 incentive stock options which vests in five equal installments of 8,000 on April 13, 2008, 2009, 2010, 2011, and 2012, respectively.

(5) Represents grant of 10,000 incentive stock options which vests in five equal installments of 2,000 on November 8, 2008, 2009, 2010, 2011, and 2012, respectively.

(6) Represents grant of 50,000 incentive stock options which vests in five equal installments of 10,000 on September 11, 2008, 2009, 2010, 2011, and 2012, respectively.

Directors who are also our employees receive no additional compensation for attendance at board meetings. Mr. Henry and Mr. Reach are the only members of the Board of Directors who are also employees. For the year ended December 31, 2009, all of our outside Directors, that is, Directors who are not employees or full-time consultants of the Company, each received compensation as follows:

| Name | Fees Earned or Paid in | | Option Awards | Total |
|---------------------|------------------------------|--|------------------|--------|
| | Cash \$(1) | | | |
| Richard D. Rockwell | 13,250 | | 5,840(3) | 19,090 |
| Robert De Lia, Sr. | 13,250 | | 5,840(4) | 19,090 |
| James W. Power | 13,250 | | 5,840(5) | 19,090 |
| Joseph P. Ritorto | 13,250 | | 5,840(6) | 19,090 |
| David Sands | 13,250 | | 5,840(7) | 19,090 |

(1) The Company's non-employee directors receive a quarterly fee of \$1,250 and an annual stock option grant to purchase 2,000 shares of the Company's common stock at the closing share price on the day of the grant and \$1,000 for attendance at each Board or Committee meeting.

(2) Represents the dollar amount recognized for financial statement reporting purposes with respect to the year ended December 31, 2008 for the fair value of the option granted to the named Director. The fair value was estimated in accordance with FASB 123R. For a more detailed discussion on the valuations made and assumptions used to calculate the fair value of our options refer to Note 10 of our Annual Report on Form 10-K for the year ended December 31, 2008.

(3) At December 31, 2008, Mr. Rockwell held options to purchase 4,000 shares of Common Stock.

(4) At December 31, 2008, Mr. De Lia, Sr. held options to purchase 14,000 shares of Common Stock.

(5) At December 31, 2008, Mr. Power held options to purchase 12,000 shares of Common Stock.

(6) At December 31, 2008, Mr. Ritorto held options to purchase 14,000 shares of Common Stock.

(7) At December 31, 2008, Mr. Sands held options to purchase 12,000 shares of Common Stock.

COMPENSATION COMMITTEE INTERLOCKS AND INSIDER PARTICIPATION

The current members of the Compensation Committee are Messrs. Ritorto, DeLia and Rockwell. The Board made all decisions concerning executive compensation related to 2009. No executive officer of the Corporation served as a member of the Board of Directors of another entity during 2009. None of the members of the Compensation Committee has ever been an officer or employee of Henry Bros. Electronics, Inc. or any of its subsidiaries, and no "compensation committee interlocks" existed during fiscal 2009.

COMPENSATION DISCUSSION AND ANALYSIS

Through the following questions and answers we explain all material elements of our executive compensation:

What are the objectives of our executive compensation programs?

Our corporate goal is to maximize our total return to our shareholders through share price appreciation. Towards this goal, we seek to compensate our executives at levels that are competitive with peer companies so that we may attract, retain and motivate highly capable executives. We also design our compensation programs to align our executives'

interests with those of our shareholders.

Our 2009 executive compensation, reflects our effort to realize these objectives.

What are the principal components of our executive compensation programs?

Overview: Our executive compensation programs consist of three principal components: (i) a base salary; (ii) annual bonuses; and (iii) stock option grants. The Company's policy for compensating our executive officers is intended to provide significant annual long-term performance incentives. We describe each of these principal components below.

Relationship of the principal components: We have allocated the three principal components of our executive compensation programs in a manner that we believe optimizes each executive's contribution to us. We have not established specific formulae for making the allocation.

Base Salary: We do not have employment agreements with any of our executives. Base salaries for executive officers are determined by evaluating a variety of factors, including the experience of the individual, the competitive marketplace for managerial talent, the Company's performance, the executive's performance, and the responsibilities of the executive. Although our Compensation Committee annually reviews salaries of our executive officers, our Compensation Committee does not automatically adjust base salaries if it concludes that adjustments to other components of the executive's compensation would be more appropriate.

Annual Bonus: Cash bonus awards are based on a variety of factors, including the individual performance of the executive and the Company's performance.

Long-Term Incentive Compensation (Stock Options for Common Shares): The Compensation Committee believes that stock-based compensation arrangements are essential in aligning the interests of management and the stockholders. The Company's 2002, 2006 and 2007 Stock Plans provides for the issuance of stock options to its executive officers and other employees. Stock options to purchase shares of the Company's common stock are issued at an exercise price equal to the fair market value of such stock on the date immediately preceding the date on which the stock option is granted. These options typically vest over a three to five year period from the date of grant and are granted to the Company's executive officers and other employees as part of their employment with the Company or as a reward for past individual and corporate performance. The size of awards is determined by the Committee based on factors such as the executive's position, individual performance and the Company's performance.

What do we seek to reward and accomplish through our executive compensation programs?

We believe that our compensation programs, collectively, enable us to attract, retain and motivate high quality executives. We provide annual bonus awards primarily to provide performance incentives to employees to meet corporate performance objectives. Our corporate objectives are measured by sales increases, operating margins, net income and other items of performance as determined on an annual basis. We design long-term incentive awards primarily to motivate and reward employees over longer periods. Through vesting and forfeiture provisions that we include in awards of stock options we provide an additional incentive to executives to act in furtherance of our longer-term interests. An executive whose employment with us terminates before equity-based awards have vested, either because the executive has not performed in accordance with our expectations or because the executive chooses to leave, will generally forfeit the unvested portion of the award.

Why have we selected each principal component of our executive compensation programs ?

We have selected programs that we believe are commonly used by public companies, both within and outside of our industry, because we believe commonly used programs are well understood by our shareholders, employees and analysts. Moreover, we selected each program only after we first confirmed, with the assistance of outside professional advisors, that the program comports with settled legal and tax rules.

How do we determine the amount of each principal component of compensation to our executives?

Our Compensation Committee exercises judgment and discretion in setting compensation for our senior executives. The Committee exercises its judgment and discretion only after it has first evaluated the recommendations of our Chief Executive Officer and Chief Operating Officer and evaluated our corporate performance.

What specific items of corporate performance do we take into account in setting compensation policies and making compensation decisions?

Our corporate performance primarily impacts the annual bonuses and long-term incentive compensation that we provide our executive officers. We use or weight items of corporate performance differently in our annual bonus and long-term compensation awards and some items are more determinative than others.

Goals for executives in 2009 varied because the areas of responsibility of executives differ. Goals are generally developed around metrics tied to our growth and profitability, including increases in revenue and operating profit, decreases in expenses, execution of acquisitions, enhanced operational efficiencies and development of additional opportunities for our long-term growth.

How do we determine when awards are granted, including awards of equity-based compensation?

Historically, our Compensation Committee has awarded annual bonuses in the quarter following the year end. The Compensation Committee makes awards of stock options on an ad hoc basis, but generally quarterly, following review of pertinent financial information and industry data. In addition, the Compensation Committee conducts a thorough review of stock option awards and grant procedures annually. The date on which the Committee has met has varied from year to year, primarily based on the schedules of Committee members, the timing of compilation of data requested by the Committee and the timing related to the hiring of senior management.

Over the past years our equity-based awards to executives have taken the form of stock options. The number of stock options subject to an award has been computed by taking into account the Company's performance, the particular executive's performance, our retention objectives, and other factors.

What factors do we consider in decisions to increase or decrease compensation materially?

Historically, we have generally not decreased the base salaries of our executive officers or reduced their incentive compensation targets due to individual performance. When an executive's performance falls short of our expectations then we believe our interests are best served by replacing the executive with an executive who performs at the level we expect. The factors that we consider in decisions to increase compensation include the individual performance of the executive, responsibility of the executive and our corporate performance, as discussed above.

To what extent does our Compensation Committee consider compensation or amounts realizable from prior compensation in setting other elements of compensation?

The primary focus of our Compensation Committee in setting executive compensation is the executive's current level of compensation, including recent awards of long-term incentives, taking into account the executive's performance and our corporate performance. The Committee has not adopted a formulaic approach for considering amounts realized by an executive from prior equity-based awards.

How do accounting considerations impact our compensation practices?

Accounting consequences are not a material consideration in designing our compensation practices. However, we design our equity awards so that its overall cost fell within a budgeted dollar amount and so that the awards would qualify for classification as equity awards under FAS 123R. Under FAS 123R the compensation cost recognized for an award classified as an equity award is fixed for the particular award and, absent modification, is not revised with subsequent changes in market prices of our common shares or other assumptions used for purposes of the valuation.

How do tax considerations impact our compensation practices?

Prior to implementation of a compensation program and awards under the program, we evaluate the federal income tax consequences, both to us and to our executives, of the program and awards. Before approving a program, our Compensation Committee receives an explanation from our outside professionals as to the tax treatment of the program and awards under the program and assurances from our outside professionals that the tax treatment should be respected by taxing authorities.

Section 162(m) of the Internal Revenue Code limits our tax deduction each year for compensation to each of our Chief Executive Officer and our four other highest paid executive officers to \$1 million unless, in general, the compensation is paid under a plan that is performance-related, non-discretionary and has been approved by our shareholders. Generally, Section 162(m) has not had a significant impact on our compensation programs.

What are our equity or other security ownership requirements for executives and our policies regarding hedging the economic risk of share ownership?

We do not maintain minimum share ownership requirements for our executives. We do not have a policy regarding hedging the economic risk of share ownership.

To what extent do we benchmark total compensation and material elements of compensation and what are the benchmarks that we use?

While the Compensation Committee does not perform formal benchmarks, they do compare the elements of total compensation to compensation provided by knowledge gained in the industry.

Do we have a policy regarding the recovery of awards or payments if corporate performance measures upon which awards or payments are based are restated or adjusted in a manner that would reduce the size of an award or payment?

For non-executive officers, we have a policy that provides for a case-by-case review to determine if a recovery of an award is necessary if a performance measure used to calculate the award is subsequently adjusted in a manner that would have reduced the size of the award. For executive officers, we have a policy that requires a recovery of an award if a performance measure used to calculate the award is subsequently adjusted in a manner that would have reduced the size of the award.

What is the role of our executive officers in the compensation process?

Our Compensation Committee meets periodically with our Chief Executive Officer and Chief Operating Officer to address executive compensation, including the rationale for our compensation programs and the efficacy of the programs in achieving our compensation objectives. The Compensation Committee also relies on executive management to evaluate compensation programs to assure that they are designed and implemented in compliance with laws and regulations, including SEC reporting requirements. The Compensation Committee relies on the recommendations of our Chief Executive Officer and Chief Operating Officer regarding the performance of individual executives. At meetings in 2009 the Compensation Committee received recommendations from our Chief Executive Officer and Chief Operating Officer regarding salary adjustments and annual bonus and stock option awards for our executive officers. Our Chief Executive Officer and Chief Operating Officer play a significant role in determining the annual cash compensation of our executive officers. The Compensation Committee believes that it is important for it to receive the input of the Chief Executive Officer and Chief Operating Officer on compensation matters since they are knowledgeable about the activities of our executive officers and the performance of their duties and responsibilities, as well as their contributions to the growth of the Company and its business. The Compensation Committee accepted these recommendations after concluding that the recommendations comported with the Committee's objectives and philosophy and the Committee's evaluation of our performance and industry data.

Compensation Committee Report

Our Compensation Committee has reviewed and discussed the Compensation Discussion and Analysis with our management and based on the review and discussion recommended to the Board that the Compensation Discussion and Analysis be included in this Annual Report on Form 10-K. The Board accepted the Compensation Committee's recommendation. This report is made by the undersigned members of the Compensation Committee:

Joseph P. Ritorto (Chair)
Robert De Lia, Sr.
Richard D. Rockwell

Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

a) The following table provides information with respect to the equity securities that are authorized for issuance under our compensation plans as of December 31, 2009:

Equity Compensation Plan Information - For the Year Ended December 31, 2009:

| Plan category | Number of securities to be issued upon exercise of outstanding options, warrants and rights (a) | Weighted average exercise price of outstanding options, warrants and rights (b) | Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a)) (c) |
|--|--|--|--|
| Equity compensation plans approved by security holders | 997,799* | \$ 4.96 | 166,400 |
| Equity compensation plans not approved by security holders | 0 | \$ 0 | 0 |
| Total | 997,799 | \$ 4.96 | 166,400 |

* This amount includes options issuable pursuant to our 2002, 2006 and 2007 Stock Option Plans. The plans authorizes the issuance of options to purchase up to 230,000, 250,000 and 250,000 shares of our Common Stock to employees, directors, and consultants of the Company under the 2002, 2006 and 2007 Stock Option Plans, respectively .

Also included in the 997,799 issued options are options issued pursuant to our Incentive Stock Option Plan. The Board of Directors and our shareholders approved the adoption of the Incentive Stock Option Plan on December 23, 1999. Our Incentive Stock Option Plan provides for the granting of options to purchase a maximum of 500,000 shares of the Company's common stock. This plan expired December 24, 2009.

b) Security Ownership Of Certain Beneficial Owners And Management And Related Stockholder Matters

The table that follows sets forth, as of March 8, 2010 certain information regarding beneficial ownership of our common stock by each person who is known by us to beneficially own more than 5% of our common stock. The table also identifies the stock ownership of each of our directors, each of our officers, and all directors and officers as a group. Except as otherwise indicated, the stockholders listed in the table have sole voting and investment powers with respect to the shares indicated.

Shares of common stock which an individual or group has a right to acquire within 60 days pursuant to the exercise or conversion of options, warrants or other similar convertible or derivative securities are deemed to be outstanding for the purpose of computing the percentage ownership of such individual or group, but are not deemed to be outstanding for the purpose of computing the percentage ownership of any other person shown in the table.

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The applicable percentage of ownership is based on 5,971,583 shares outstanding as of March 8, 2010.

| Name address and title of beneficial owner (1) | Number of shares beneficially owned | Percentage of Common Stock Beneficially Owned |
|--|-------------------------------------|---|
| Richard D. Rockwell, Chairman and Director (2) | 2,096,013 | 34.7% |
| James E. Henry, Vice-Chairman, Chief Executive Officer, Treasurer and Director | 1,205,519 | 20.0% |
| Brian Reach, President, Chief Operating Officer, Secretary, and Director (3) | 262,000 | 4.3% |
| John P. Hopkins, Chief Financial Officer (4) | 94,500 | 1.6% |
| Brian J. Smith, Corporate Controller (5) | 28,000 | * |
| Christopher Peckham, Chief Information Officer / Chief Security Officer (6) | 20,000 | * |
| Robert De Lia, Sr., Director (7) | 70,694 | 1.2% |
| James W. Power, Director (8) | 12,000 | * |
| Joseph P. Ritorto, Director (9) | 69,196 | 1.1% |
| David Sands, Director (10) | 12,000 | * |
| All executive officers and directors as a group (10 persons) (10) | 3,869,922 | 64.1% |

* Less than 1%

CERTAIN BENEFICIAL OWNERS

NONE

(1) Except as otherwise indicated, the address of each individual listed is c/o the Company at 17-01 Pollitt Drive, Fair Lawn, NJ 07410.

(2) The amount shown for Mr. Rockwell includes two currently exercisable options to purchase 2,000 shares each of the Company's Common Stock at a price of \$5.60 and \$6.43.

(3) The amount shown for Mr. Reach includes a currently exercisable option to purchase 100,000 shares of the Company's Common Stock at a price of \$7.10 per share and a currently exercisable option to purchase 30,000 shares of the Company's Common Stock at a price of \$3.71 per share.

(4) The amount shown for Mr. Hopkins includes a currently exercisable option to purchase 90,000 shares of the Company's Common Stock at a price of \$3.71 per share.

(5) The amount shown for Mr. Smith includes a currently exercisable option to purchase 16,000 shares of the Company's Common Stock at a price of \$4.26 per share and 4,000 shares of the Company's Common Stock at a price of \$4.11 per share.

(6) The amount shown for Mr. Peckham includes a currently exercisable option to purchase 20,000 shares of the Company's Common Stock at a price of \$4.65 per share.

(7) The amount shown for Mr. De Lia, Sr. includes four currently exercisable options to purchase 2,000 shares each of the Company's Common Stock at a price of \$4.90, \$3.33, \$4.65 and \$6.43 per share, respectively, and one currently exercisable option to purchase 4,000 shares of the Company's Common Stock at a price of \$5.60 per share.

(8) The amount shown for Mr. Power includes four currently exercisable options to purchase 2,000 shares each of the Company's Common Stock at a price of \$6.08, \$3.33, \$4.65 and \$6.43 per share, respectively, and one currently exercisable option to purchase 4,000 shares of the Company's Common Stock at a price of \$5.60 per share.

(9) The amount shown for Mr. Ritorto includes four currently exercisable options to purchase 2,000 shares each of the Company's Common Stock at \$4.90, \$3.33, \$4.65 and \$6.43 per share, respectively, and one currently exercisable option to purchase 4,000 shares of the Company's Common Stock at a price of \$5.60 per share.

(10) The amount shown for Mr. Sands includes four currently exercisable options to purchase 2,000 shares each of the Company's Common Stock at a price of \$4.90, \$3.33, \$4.65 and \$6.43 per share, respectively, and one currently exercisable option to purchase 4,000 shares of the Company's Common Stock at a price of \$5.60 per share.

(11) The amount shown includes currently exercisable options to purchase 314,000 shares of the Company's Common Stock.

Item 13. Certain Relationships and Related Transactions and Director Independence

a) Joseph P. Ritorto, a member of our Board of Directors since January 2002, was co-founder of First Aviation Services, Inc. ("First Aviation"). Mr. Ritorto sold First Aviation to a group led by Goldman Sachs in May 2008. In 2007 the Company had revenues of \$546,375 principally associated with an integrated security systems project with First Aviation. During the period in 2008 that the business was owned by Mr. Ritorto, the Company had no revenues from First Aviation. There are no outstanding accounts receivable due from First Aviation at December 31, 2009 related to the period that the business was owned by Mr. Ritorto.

Richard D. Rockwell, a member of the Board of Directors since November 2007, has been Owner and Chairman of Professional Security Technologies LLC, a full service security systems integrator since 1996. The Company had revenues of \$120,130, \$51,447 and \$4,787 for the years 2009, 2008 and 2007, respectively. These revenues were principally related to the sale of equipment. There was a balance of \$39,192 in accounts receivable as of December 31, 2009.

b) The Company considers Messrs. De Lia, Power, Ritorto, Rockwell and Sands to be independent directors in accordance the NASDAQ's listing standards.

Item 14. Principal Accountant Fees and Services

Fees Paid to Our Independent Auditors During 2009 and 2008

Audit Fees

The aggregate fees paid to Amper, Politziner & Mattia, LLP for professional services rendered for the audits of the Company's annual financial statements on Form 10-K in 2009 and the review of the financial statements on Form 10-Q for the quarters ended March 31, June 30, and September 30, 2009 were \$253,860.

The aggregate fees paid to Amper, Politziner & Mattia, LLP for professional services rendered for the audits of the Company's annual financial statements on Form 10-K in 2008 and the review of the financial statements on Form

10-Q for the quarter ended September 30, 2008 were \$161,710.

Audit-Related Fees

There were no audit-related fees paid to Amper, Politziner & Mattia, LLP in 2009 and 2008.

Audit related services include due diligence in connection with acquisitions, consultation on accounting and internal control matters, audits in connection with proposed or consummated acquisitions and review of registration statements.

Tax Fees

There were no tax fees paid to Amper, Politziner & Mattia, LLP in 2009 and 2008.

All Other Fees

There were no other fees paid to Amper, Politziner & Mattia, LLP in 2009 and 2008.

Pre-Approval of Audit and Permissible Non-Audit Services

The Audit Committee approved 100% of the fees paid to the principal accountant for audit-related, tax and other fees. The Audit Committee pre-approves all non-audit services to be performed by the auditor. The percentage of hours expended on the principal accountant's engagement to audit the Company's financial statements for the most recent year that were attributed to work performed by persons other than the principal accountant's full-time, permanent employees was 0%.

Part IV

Item 15. Exhibits, Financial Statement Schedules

(a) The following consolidated financial statements and schedules are filed at the end of this report, beginning on page F-1. Other schedules are omitted because they are not required or are not applicable or the required information is shown in the consolidated financial statements or notes thereto.

(b) See Exhibit Index following this Annual Report on Form 10-K.

| Document | Pages |
|--|-------------|
| Reports of Independent Registered Public Accounting Firm | F-1 |
| Consolidated Balance Sheet as of December 31, 2009 and 2008 | F-2 |
| Consolidated Statements of Operations for the Years Ended December 31, 2009, 2008 and 2007 | F-3 |
| Consolidated Statements of Shareholder's Equity for the Years Ended December 31, 2009, 2008 and 2007 | F-4 |
| Consolidated Statements of Cash Flows for the Years Ended December 31, 2009, 2008 and 2007 | F-5 |
| Notes to Consolidated Financial Statements | F-6 to F-24 |

SIGNATURES

Pursuant to the requirements of Section 13 or 15 (d) of the Securities Exchange Act of 1934 as amended, the Registrant had duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: March 12, 2009

HENRY BROTHER ELECTRONICS, INC.

By: /s/ James E. Henry
James E. Henry
Vice-Chairman, Chief Executive Officer, Treasurer and
Director

Pursuant to the requirements of the Securities Exchange Act of 1934 as amended, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

Each person, in so signing also makes, constitutes, and appoints James E. Henry and Brian Reach, and each of them acting alone, as his true and lawful attorneys-in-fact, with full power of substitution, in his name, place, and stead, to execute and cause to be filed with the SEC any or all amendments to this report.

SIGNATURE

Date: March 12, 2009

/s/ Richard D. Rockwell
Richard D. Rockwell
Chairman and Director

Date: March 12, 2009

/s/ James E. Henry
James E. Henry
Vice-Chairman, Chief Executive Officer, Treasurer and Director

Date: March 12, 2009

/s/ Brian Reach
Brian Reach
President, Chief Operating Officer,
Secretary and Director

Date: March 12, 2009

/s/ John P. Hopkins
John P. Hopkins
Chief Financial Officer

Date: March 12, 2009

/s/ Robert L. DeLia Sr.
Robert L. DeLia Sr.
Director

Date: March 12, 2009

/s/ James W. Power
James W. Power
Director

Date: March 12, 2009

/s/ Joseph P. Ritorto
Joseph P. Ritorto
Director

Date: March 12, 2009

/s/ David Sands
David Sands
Director

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REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of
Henry Bros. Electronics, Inc. and Subsidiaries

We have audited the accompanying consolidated balance sheets of Henry Bros. Electronics, Inc. and Subsidiaries (the “Company”) as of December 31 2009 and 2008, and the related consolidated statements of operations, stockholders’ equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company’s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company’s internal control over financial reporting. Accordingly we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Henry Bros. Electronics, Inc. and Subsidiaries as of December 31, 2009 and 2008, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In connection with our audit of the financial statements referred to above, we audited Schedule II – Valuation and Qualifying Accounts. In our opinion, the financial schedule, when considered in relation to the financial statements taken as a whole, presents fairly, in all material respects, the information stated therein.

/s/ Amper, Politziner & Mattia LLP

March 12, 2010
Edison, New Jersey

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Part I Financial Information

Item 1. Financial Statements

HENRY BROS. ELECTRONICS, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

| | December 31, 2009 | December 31, 2008 |
|---|----------------------|----------------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and cash equivalents | \$ 2,917,046 | \$ 27,704 |
| Accounts receivable-net of allowance for doubtful accounts of \$712,206 at December 31, 2009 and \$801,306 at December 31, 2008 | 12,053,139 | 18,164,066 |
| Inventory | 1,245,306 | 1,201,477 |
| Costs in excess of billings and estimated profits | 6,003,533 | 5,512,101 |
| Deferred tax asset | 1,251,443 | 1,363,309 |
| Retainage receivable | 295,928 | |