



COMMON GROUND

SUMMER 2007

A MESSAGE FROM THE PRESIDENT

Greetings MCSA members. I would like to start by thanking you for your membership and continued support of our organization and the security industry. Also, I would like to introduce your MCSA board of directors that were nominated and elected at the April 18, 2007 board meeting:

John Rutherford, CPP – Vice President
Glen Burg – Secretary
Bob Kennell – Treasurer
Don Grant, CPP – Board Member
John Thomas – Board Member
Kenneth Laws – Board Member
Al Cavasin – Ex-officio

I am very excited and hope to reenergize our association with our new leadership on the board of directors and our new association management firm, Julian Vail, LLC. Our first step is completing a membership drive with the assistance of Julian Vail, LLC.

MCSA is your association; members should strive to take ownership in the work and initiatives of our organization. Your involvement is essential to the growth of our organization. Our organization works to set goals, policies and standards for the security industry, its employees and employers.

Helen Keller once said, "Alone we can do so little; together we can do so much."

If you are interested in being on a committee, please contact myself or one of the committee chairs listed below.

John Rutherford – Legislative/Ethics & Standards
Phone: 248-968-0707 Email: cpp@aarmco.com

Don Grant – Membership
Phone: 248-543-2064 Email: dgrant_shepherd@yahoo.com

Feel free to call the MCSA office at (800) 710-2371.

Your president,

Dale White
248-322-9673
dlwhite@tds.net



Dale White,
MCSA President

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President

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**BOARD OF
DIRECTORS**

Dale White
President

John Rutherford
Vice-President

Glen Burg
Secretary

Robert Kennell
Treasurer

Don Grant
Board Member

John Thomas
Board Member

Kenneth Laws
Board Member

Al Cavasin
Ex-officio

Marc Kawahara
Ex-officio

BOARD EMAIL:
board@MCSA-Online.org

**COMMITTEE
CHAIRS**

John Rutherford
Legislative

Don Grant
Membership

John Rutherford
Ethics and Standards

Open Chair
Legal, Parliamentary & Bylaws

**Contact Info
Updates**

We at the MCSA office like very much to stay current with our members. We invite you to send us any updates or changes you might have in your contact info. Also if you have an email address, we would like to include this in our records as well.

All updates should be sent to:
MCSA
235 North Pine St.
Lansing, Michigan 48933



CAPITOL REPORT

GET INVOLVED IN THE PROCESS

Larry Julian -- Julian Vail, LLC, Legislative Liaison

The target keeps changing in the legislative budget process. In monitoring of the process, the legislature and the Governor's office are hard at work on a compromise on the Michigan Business Tax. You have heard many times, the devil is in the details. As the issue gets debated and amended, there are positives and negatives to your industry. As the tax proposal continues to get tweaked, we must monitor to take a position on support or opposition of the final bill. The process of budgeting for the next fiscal year, 2007/2008, is only beginning at this time and will continue throughout the summer months.

Julian Vail, LLC and your organization need your input on the desires of the MCSA membership from the perspective of your field of expertise. What direction would you like to see as a member, business owner, employer, security agency to benefit and protect your livelihood?

MCSA should be promoting legislation that benefits your members. MCSA must take an active role in the legislative process through your Political Action Committee. This requires an active funding mechanism to remain viable in the process. What input would you as a member like in the process of specific issue testimony and do you support or oppose legislation that is before our government elected officials.

MCSA, John Rutherford, Vice President is Legislative Committee Chairman and welcomes your input into the process.



MCSA Board Members busy at work at their June 5th board meeting at the Julian Vail, LLC office.

FROM THE VICE PRESIDENT

Vice-President's Legislative Committee Report

Minimum Hourly Wage:

July 1, 2007 Michigan's Minimum Hourly Wage increased to \$7.15 per hour. In addition, employers who pay only the minimum and require the wearing of a uniform while at work must compensate employees an additional one hour of pay per week for uniform care. In the alternative they may increase their hourly pay by an amount no less than the number of hours they work in that week divided into \$7.15.

If the employer furnishes the uniform and also cleans it at its expense the additional compensation is not required. The employer may not charge the employee for the cleaning unless that charge in no pay period brings the average compensation for the employee below the Minimum Hourly Wage.

The final increase in Michigan's minimum hourly wage will take place on July 1, 2008 at which time it will rise to \$7.40 per hour plus uniform care compensation.

The new Federal Minimum Hourly Wage provisions do not apply to Michigan employers since at all times the state wage will be higher than the national.

New Business Tax:

It will impose a tax on sales regardless of profitability. This has been termed a "margin tax." It will heavily impact service companies such as security and investigations. It is possible, indeed likely, that the result for a significant number of companies in our industry will be that they will be taxed even if they lose money.

On the surface the new Michigan Business Tax seems only marginally better for service companies than the Single Business Tax it replaces. The only favorable item in the tax package is that there will be a twenty-three per cent reduction in personal property taxes.

Fingerprinting:

The contract between the State of Michigan and Identix expires in July. It will be eligible for extension. Identix currently has a monopoly on fingerprinting services. If we cannot eliminate this layer of bureaucracy altogether, we should pressure our elected representatives in Lansing to allow other suppliers into the market on the theory that competition reduces costs. Currently Identix is guaranteed its fee by the State.

HR 4668 and HR 4845 are proceeding through the committee process. MCSA bitterly opposes both bills, which would increase fingerprint costs even more. Make sure to let your representative know of your opposition to these bills.

New Directions:

At the next Board of Director's meeting of MCSA members have been asked to present their ideas for the direction we should take on legislative matters in the future. Should we as an organization continue to seek sponsorship for new legislation? Should the MCSA continue to fund a Political Action Committee (PAC)? Are there specific issues we want to lobby for and against? Should the MCSA offer to fund investigators through either the MDSP or DLEG to pursue unlicensed and non-compliant security guard agencies?

These and many other concerns should be on the table for discussion. The input of all members is important to assure we act with unity and can speak authoritatively for our industry in a positive manner.

John P. Rutherford, CPP
MCSA Vice President
cpp@aarmco.com

MCSA MEETING SCHEUDLE

August 14, 2007 — MCSA Board Meeting

September 20, 2007 — MCSA Membership Meeting

Visit the MCSA website at www.MCSA-Online.org for more information

EXCLUSIVE MCSA BUSINESS INSURANCE PROGRAM

Four years ago, the MCSA Board of Directors began a feasibility study to see if our members could benefit from an association sponsored insurance program. The Campbell Group of Grand Rapids was contracted to do an initial analysis of current members' coverage, rates and quality of services. A brief summary of their findings as follows:

- The financial strength of many member's insurers was questionable.
- Some members could not find necessary lines of insurance coverages at any price.
- None of the members interviewed (approximately 20 agencies) were with insurance companies that were licensed in Michigan nor did they participate in the Michigan Guarantee Fund which would provide coverage in the event of an insurer's insolvency.
- Policy forms were often very restrictive and there was no consistency in coverage offered from one insurance company to another. Members were shocked to find policy exclusions and restrictions took away coverage they thought they had.
- All members had separate insurance carriers handling their Worker's Compensation, General/Professional Liability, Crime, Automobile, Property, Equipment and Bonding.
- In most cases the current agents, auditors, and claim representatives had very limited knowledge of the contract security industry.



Due to the above findings a National search was done in hopes of identifying an insurance company that would offer some relief. The goal was two fold. The primary objective was to see which of the afore mentioned short comings could be effectively dealt with. The second goal was to provide our members with reduced and consistent rates. As a result of these findings, the MCSA has partnered with The Campbell Group/Great MidWest Insurance Company and now has an insurance program that address all of our major concerns and at considerably reduced rates. Member's savings this year were in the \$500,000 range. Simply put, this is the "BEST" insurance program available to Contract Security companies in Michigan.

To obtain a proposal contact Kevin Whaley at The Campbell Group 1-800-651-7495 or kwhaley@thecampbellgrp.com.

Over \$50,000 in dividends was returned to MCSA policy holders for the 2007 term!

NEW medical plan is available for 2007. Check it out!

Kevin Whaley
P.O. Box 1788
Grand Rapids, Michigan 49501
Toll Free: 800.748.0351
Email: kwhaley@thecampbellgrp.com

Afterglow
A poem by Marc Kawahara



*I'd like the memory of me
To be a happy one,
I'd like to leave an afterglow
Of a smile when life is done.
I'd like to leave an echo
Whispering softly down the ways,
Of happy times and laughing
times and bright sunny days.
I'd like the tears of those who
Grieve, to dry before the sun
Of happy memories that I leave
when life is done.*

May He Rest in Peace
Marc Kawahara
1961 ~ 2007

May 23rd, 2007 at 0300 our industry lost one of it's most professional practitioners when Marc Kawahara of ADA Detective and Security Services passed away, after an unsuccessful battle with cancer, at the age of 45. One could say quite a lot about the short life Marc lived and his many noteworthy accomplishments, and many people have. Rather than extol his many virtues here I am going to suffice it to say that he was two things to me: First, he was one of about three of the 328 Security Contractors in Michigan whom I trusted, and Second, I considered him a friend.

He was one of a very rare breed who considered things like honor, ethics, professionalism and pride as critical attributes in himself and his business dealings, which earned him my respect.

He was involved, he worked, he took pride in what he did and he did what he said he would and there isn't a whole lot more you can ask of a human being in any given relationship. But what I find most telling about a person is the number

of people who will inconvenience themselves to come to their funeral, and the quality of people who attend.

This is where Marc really shone. There were an easy 300 people in Anderson's Funeral Home in Adrian last Saturday, about 150 friends and family, about 60 Law Enforcement Officers from as far away as Saginaw, Lathrop Village, Benton Harbor and Mount Pleasant, a few politicians, a judge and, what impressed me most: about 70 of his uniformed Security Officers in impeccable dress uniform, each with a black arm band. Both Law Enforcement and his Officers took 20 minute turns in Honor Guard at the casket from Friday noon until the funeral ended.

We can all hope that our own funerals will be as well attended and that we will have somehow managed to make as many friends and impressed as many people in our lives as Marc did in his.

Contributed by: Al Cavasin

MARK YOUR CALENDAR!

MCSA ANNUAL MEMBERSHIP MEETING

WHAT: MCSA Annual Membership Meeting

WHEN: September 20th, 2007
6:30 p.m.

WHERE: Mario's Restaurant
4222 Second Avenue
Detroit, MI

WHO: All those with an interest in Michigan's contract security industry,
non-members welcome to attend!

WHY ATTEND:

The MCSA board of directors and membership presents an evening of dining and networking with your fellow industry members at no charge for members and those who become members. Have the opportunity to learn more about MCSA's member benefits. Non-members are encouraged to attend this event.

Please RSVP no later than September 10, 2007 by returning the information below to the MCSA office or by calling (800)710-2371 or email to

Name: _____ Company: _____

Address: _____ City: _____ Zip: _____

Phone: _____ Fax: _____ E-mail: _____

Number of those attending: _____

5:30 p.m. Networking and social hour (cash bar opens)

6:30 p.m. Dinner served

7:00 p.m. Presentations

- Dale White, MCSA President
- Julian Vail, LLC, MCSA Association Management
- Kevin Whaley, The Campbell Group
- Al Cavasin, Ex-officio Board Member — Fallen Heroes
- John Rutherford, MCSA Vice President — Industry Policy
- Don Grant, MCSA Board Member — MCSAMembership



MCSA MEMBERSHIP APPLICATION

235 N. Pine St. Lansing, Michigan 48933 (800) 710-2371 Fax (517) 372-1501

TYPE OF MEMBERSHIP

- Associate** - Does not hold office, does not vote, may serve on a committee (students, small agencies, employees of licensees).
\$50.00 Non-Refundable Application Fee
\$100.00 Annual Dues
Associate membership does not qualify for the MCSA Insurance Program
- Individual** - May hold office, holds one vote, may serve on a committee (licensee, employee of licensee).
\$50.00 Non-Refundable Application Fee
\$250.00 Annual Dues
Copy of Agency License
- Agency** - Entitles agency to 2 paid memberships with full voting/office rights. Members must be designated on application.
\$50.00 Non-Refundable Application Fee
\$500.00 Annual Dues
Copy of Agency License
- Vendor** - Non-exclusive, non-voting membership for businesses and organizations who market to the security industry. Insurance Agencies, Uniform Suppliers, Payroll Processors, Attorneys, etc.
\$50.00 Non-Refundable Application Fee
\$1,000.00 Annual Dues
Reference letter from MCSA member in good standing

Support MCSA-PAC
Please make your voluntary contribution by **personal check**, payable to MCSA-PAC and enclose it with your dues payment

LICENSING & COMPANY INFORMATION

Licensee Name _____ Year Acquired _____

Name of business (as it appears on license) _____

Business Street Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Mobile _____

Email _____

Website _____

License Number _____ Expiration Date _____

Has this license ever been suspended ___ Yes ___ No

Year business was founded _____

Approx. number of UNIFORMED employees _____

Areas of specialization _____

Were you recruited by an MCSA Member? _____

If so whom? _____

If not, how did you learn of us? _____

Is your agency licensed in any other states? _____

If so, where? _____

Are you a member of any other Security/Investigations or Business organizations? _____

ADDITIONAL MEMBER INFORMATION

Member Name _____

Job Title _____

Phone _____ Fax _____ Mobile _____

Email _____

I/We hereby apply for membership in MCSA and affirm that all information provided on this application is true and correct. I/We authorize MCSA to allow any of its agents or representatives to make a thorough review of my application and specifically authorize any person, company, organization, or other entity to release to MCSA any and all types of information relevant to me or my agency. I understand that submitting false information on this application will result in revocation of my membership. I fully and completely hold harmless all parties involved in the release and use of the above information and I agree to abide by the Bylaws and Code of Ethics of the MCSA.

License Holder Signature _____ Date _____

Please make checks payable to MCSA and mail with form to:
MCSA
235 N. Pine St.
Lansing, Michigan 48933
or Fax to 517-372-1501

Visa MasterCard American Express

Credit Card # _____ Exp. _____

Signature _____

Michigan Contract Security Association



235 North Pine St.
Lansing, Michigan 48933
800-710-2371
517-482-0729
517-372-1501 (fax)

VISIT US ONLINE! www.MCSA-ONLINE.ORG

MCSA
235 North Pine St.
Lansing, MI 48933

