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SECURITY ALARM LICENSING REGISTRATION INFORMATION FROM THE STATE OF MICHIGAN

BY BENJAMIN PARKER, LICENSING DIVISION DIRECTOR

CORPORATIONS, SECURITIES, & COMMERCIAL LICENSING

- Commercial Licensing Division
- Administers 13 professions
- Determine Eligibility for licensure
- Monitor for Compliance
- Investigate alleged violations

SECURITY ALARM CONTRACTOR

- Public Act 330 of 1968
- Application
- Local Approval
- References
- Exam
- Roster

A person engaged in the installation, maintenance, alteration, monitoring, or servicing of security alarm systems or who responds to a security alarm system. Security alarm system contractor does not include a business that only sells or manufactures security alarm systems unless the business services security alarm systems, installs security alarm systems, monitors or arranges for the monitoring of a security alarm system, or responds to security alarm systems at a protected premises.

SECURITY ALARM SYSTEMS REGISTRATION

Public Act 580 of 2012: This act requires providers of security alarm systems to annually file a registration statement with the Department of Licensing and Regulatory Affairs (LARA) before operating in the state. Requirements for filing a registration statement with LARA can be found in sections 3 and 4 of the Act.

A person that engages in the business of selling, leasing, renting, maintaining, repairing, installing, or otherwise providing security alarm systems to the public at the protected premises or by remote monitoring. The term does not include any of the following:

- A person that purchases, rents, or uses an alarm system that is affixed to a motor vehicle.
- A person that owns or conducts a business of selling, leasing, renting, installing, maintaining, or monitoring an alarm system that is affixed to a motor vehicle.
- An alarm system that is operated by this state, a political subdivision of this state, an agency or department of this state or a political subdivision of this state, or any other governmental agency or department.

- A person that installs a nonmonitored alarm system for a business that the person owns, is employed by, or manages.
- A person that only manufactures or sells security alarm systems, unless that person services, installs, monitors, or responds to signals from security alarm systems at the protected premises.
- A person that sells security alarm systems that are designed to be installed and monitored by any of the following:
 - a. The customer, and not the person selling the security alarm system.
 - b. An affiliate of or contractor to the person selling the security alarm system if the affiliate or contractor that installs at the protected premises or monitors the se-

- A security alarm system is registered under this act.
- A security alarm system contractor, as defined in section 2 of the private security business and security alarm act, 1968 PA 330, MCL 338.1052, that is required to obtain a license under that act.

SECURITY ALARM CONTRACTOR VS SECURITY ALARM SYSTEMS

Currently there are 398 licenses for security alarm contractors vs. 48 registrations for security alarm systems. (📞)

BENJAMIN PARKER IS THE LICENSING DIVISION DIRECTOR FOR THE STATE OF MICHIGAN. HE CAN BE REACHED AT PARKERB@MICHIGAN.GOV OR AT 517-241-9221.



STANLEY
Security

I am **STANLEY Security Wholesale Monitoring**

I am Susan Harris, Dealer Relations Specialist.
 I am the voice of our independent alarm dealers.

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ADDITIONAL BFAAM UPDATES

STATE OF MICHIGAN ELECTRICAL CODE ADOPTION DELAYED UNTIL 2022

One of the most important but disappointing pieces of information that we received from the State of Michigan is that the 2018 Electrical Code will NOT be adopted until 2023. While a date is uncertain, BFAAM has been told that the process will start in June of 2022 and followed by a 6-week public comment period.

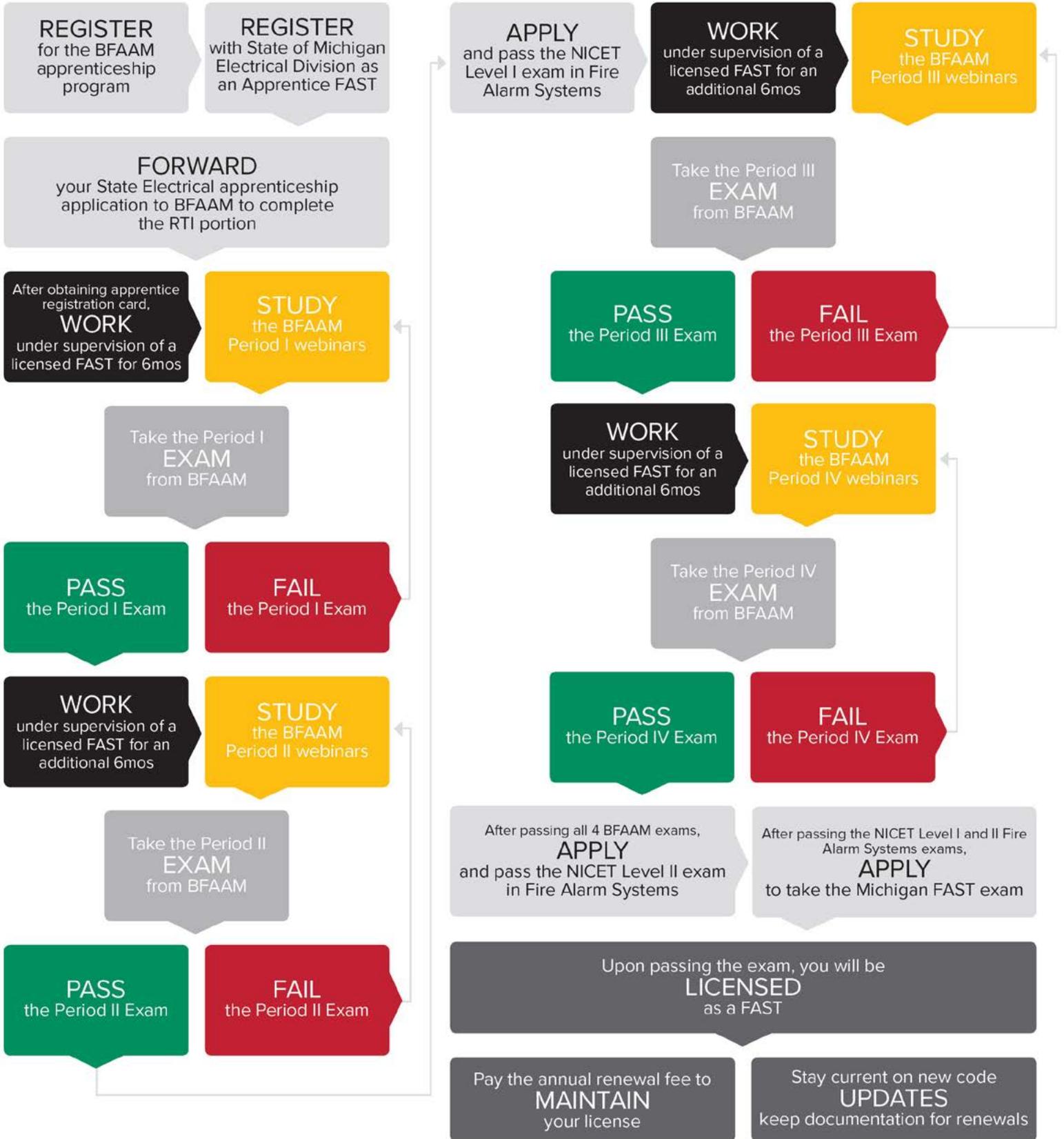
This will likely delay our code update courses until late 2023.

2022 BFAAM BOARD OF DIRECTORS MEETING SCHEDULE ANNOUNCED

The BFAAM Board of Directors recently announced its 2022 meeting schedule. All meetings will begin at 9:30 a.m. at the BFAAM Headquarters. The address is 629 West Hillsdale Avenue in Lansing. The dates are as follows:

- Thursday, February 10th
- Wednesday, April 13th
- Wednesday, June 8th
- Wednesday, September 14th
- October – TBD based on the date of the Annual Conference
- Wednesday, December 7th (📞)

Steps for new hires to obtain licensing as a Fire Alarm Specialty Technician (FAST):



BFAAM LEGISLATIVE SPOTLIGHT

Q&A WITH REP. MICHELE HOITENGA



State Rep. Michele Hoytenga was first elected to the Michigan House of Representatives in November 2016. She represents the 102nd District, which includes Wexford and Mecosta counties and part of Osceola County. Rep. Hoytenga serves as chair of the House Communications and Technology Committee. In addition, she is vice chair of the Regulatory Reform committee and a member of

the committees on Energy and Oversight.

She served as the mayor of Manton from 2013 to 2016. She has also served as treasurer and president of the Manton Chamber of Commerce and as vice chair of the Wexford County Republican Party. In addition, Rep. Hoytenga is a lifetime member of the National Rifle Association and director of the Wexford County Women on Target.

WHAT'S YOUR NUMBER ONE LEGISLATIVE PRIORITY?

Preserving the rights of Michiganders and observing my oath of office to uphold the constitution is always my foremost obligation and responsibility. Nonetheless, as the Chairwoman of the House Communications and Technology committee, it has been a significant focus of mine to ensure rural Michigan has access to the internet. Coronavirus has changed the way we work, attend school, and conduct business from home so having reliable and affordable internet in rural Michigan remains a focus.

WHAT'S THE BEST PART OF YOUR JOB?

One of the best parts of my job is meeting people I would never have met otherwise. Although politics can be brutally ugly, there are facets to the job that not everyone sees. One example

that stands out for me was when I was contacted by a constituent who was worried about the well-being of a family member who was deeply depressed from so much isolation in a nursing home during the Coronavirus shutdowns. Two family members and I sat outside the window of the assisted living facility and visited with the family member who was not allowed in-person visitors due to state mandates. Despite never having met these people before, I wanted to let this family know I was listening to their concerns and would be an advocate for them in Lansing. It is these meaningful interactions that motivate me on a daily basis.

WHAT'S THE BIGGEST HIDDEN GEM IN YOUR DISTRICT?

My district is full of hidden gems too numerous to mention. Downstate Michiganders travel north year-round for a reason, Northern Michigan is spectacular. From our scenic trail systems, campgrounds, golf courses, rivers and lakes to the unique mom and pop businesses dotted around our tiny villages, we have something to offer everyone in our district. Ask the folks at any local diner about their local gems; they will direct you there. For example, in Buckley, where I was raised, a hiking trail called the High Rollaway lies hidden away with a breathtaking view of the Manistee river. In the fall when the leaves change colors, it is especially beautiful, and it costs nothing to explore.

WHO'S YOUR MODERN DAY HERO?

Veterans who served our country are my number one heroes and will always remain so. But also, my definition of hero has evolved since the onset of Coronavirus. We could survive without all the luxuries we are accustomed to, but we could not survive without the many unsung modern-day heroes. Like the farmers who grow our food, the truckers who deliver our goods, the builders who build our houses, the linemen and roughnecks who provide us with energy. Gas station attendants, wait staff at local restaurants, plumbers, automobile technicians, and first responders. Obviously, I am missing so many other professions, but you get the idea. I am referring to the hardworking blue-collar men and women who show up for work every day and are rarely acknowledged. They are the modern-day heroes.

Michele and her husband Philip live in Manton. They have two sons, Greg and Tyler, and a grandson Rhett. 🍷

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- Greg

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Formerly known as:



ESTABLISHING OUR EXPERTISE AS PROVIDERS: Security in the Retail Space

BY KAYLEIGH R. BOOMGAARD, EPS SECURITY

When it comes to retail and employee theft, business owners get the big picture. Every commercial customer understands that these crimes pose a risk to their premises. As security providers, however, it is our responsibility to fill in the gaps. Establishing ourselves as the experts is of utmost importance in our industry. Knowing business theft statistics and additional information on a cellular level, can aid sales representatives in sealing the deal.

RETAIL AND EMPLOYEE THEFT FACTS

When imagining the most stolen items, what comes to mind? Is it jewelry, small electronics, or alcohol? Clothing, accessories, or household items? According to recent studies, the merchandise at the top of this list is actually...packaged meat and cheese.

While meat has continued its climb as one of the top items stolen, cheese has been a long-standing target of shoplifters. In 2011, cheese was the most stolen item in the world.¹ Though these perishable items come shockingly in first, other popular targets include: cosmetics, razors, batteries, fragrance, over-the-counter medicine, and alcohol.

The aforementioned items have one major thing in common: high demand. Small items like cosmetics, razors, and over-the-counter medicines are easy targets for shoplifters, as they can be slipped into pockets or purses, meanwhile, meat and cheese can be easily disposed of. When security providers are assisting customers in evaluating at-risk products, they should consider the acronym CRAVED²:

- **Concealable:** Is the item easily hidden in pockets or bags?



Would it be difficult to distinguish from personal belongings, or other shopped items if discovered?

- **Removable:** How simple is it to transport the item? Items that are simple to carry, like electronics or alcohol, and items that are already mobile, like bicycles and cars, are at higher risk of being stolen.
- **Available:** Is the product in high demand and commonly found at the store? Outside of a retail site, this explains why cash and jewelry are among the most likely to be stolen from a home.
- **Valuable:** How expensive is the item? In many cases, items are shoplifted out of necessity, or for resale. This means higher priced items are more at risk.
- **Enjoyable:** Many products are removable, available, and valuable, yet products like alcohol, tobacco, and DVDs are targeted more than shoes or handbags. The enjoyment of an item is an important factor when shoplifters are planning a grab.
- **Disposable:** Items that can be easily disposed of are more often shoplifted. When considering disposal, shoplifters may select items that can be easily resold.

Alongside the external threat of shoplifters, is the internal risk of employee theft. Statistics report that 95% of all businesses have, or will experience employee theft.³ Employees have increased access to products, and wider windows of opportunity to steal merchandise or information. Though experienced at such a wide margin, this is a threat not often prioritized by business owners. As industry experts, educating retail owners on employee theft is valuable in improving customer relations and company credibility.

PROVIDING DIVERSE SOLUTIONS

In communicating with customers about retail crime, security providers must always be prepared to offer themselves as the solution. Diversifying the security disciplines your company sells, from intrusion and fire alarm systems to video surveillance and access control, is important in ensuring commercial customers have options to consider.

As providers know well, each customer's approach to site protection varies. Offering various security options allows the customer



IN COMMUNICATING WITH CUSTOMERS ABOUT RETAIL CRIME, SECURITY PROVIDERS MUST ALWAYS BE PREPARED TO OFFER THEMSELVES AS THE SOLUTION.

to feel more in control when making security decisions. Providing diverse security solutions additionally creates opportunities for the provider, as they can encourage customers to invest in layers of business security.

These days, the internet offers customers the opportunity to do their own research, and often, they convince themselves they are the experts. This belief can result in potential customers turning to DIY security, or other methods. Now more than ever, security companies must work to prove the value of partnering with a professional provider. Establishing in-depth knowledge on commercial threats, such as retail and employee theft, is just the start. 📞

KAYLEIGH BOOMGAARD IS THE MARKETING ASSISTANT FOR EPS SECURITY. SHE CAN BE REACHED AT 616.459.0281 OR KBOOMGAARD@EPS-SECURITY.COM.

1. Paul John Caña, "The Most Stolen Food Item in the World Is Cheese. Here's Why," Esquiremag.ph (Esquire Philippines, March 3, 2021), <https://www.esquiremag.ph/culture/food-and-drink/cheese-most-stolen-food-item-a00289-20210303>.
2. "Step 31: Know the Products That Are Craved by Thieves," ASU Center for Problem-Oriented Policing (Arizona State University, May 17, 2020), <https://popcenter.asu.edu/content/step-31-know-products-are-craved-thieves>.
3. Elma Mrkonjić, "15 Employee Theft Statistics You Should Know in 2021," The High Court, October 9, 2021, <https://thehighcourt.co/employee-theft-statistics/>.

APPRENTICESHIP REMINDERS & DEADLINES

For apprentices and apprenticeship managers, you might recall that the end of year is the time that the BFAAM Apprenticeship Program is required to update the US Department of Labor (USDOL) on the status of all apprentices on their progress within the program. That includes requesting extensions to allow apprentices who have been in the program for several years to remain in the program and continue showing progress.

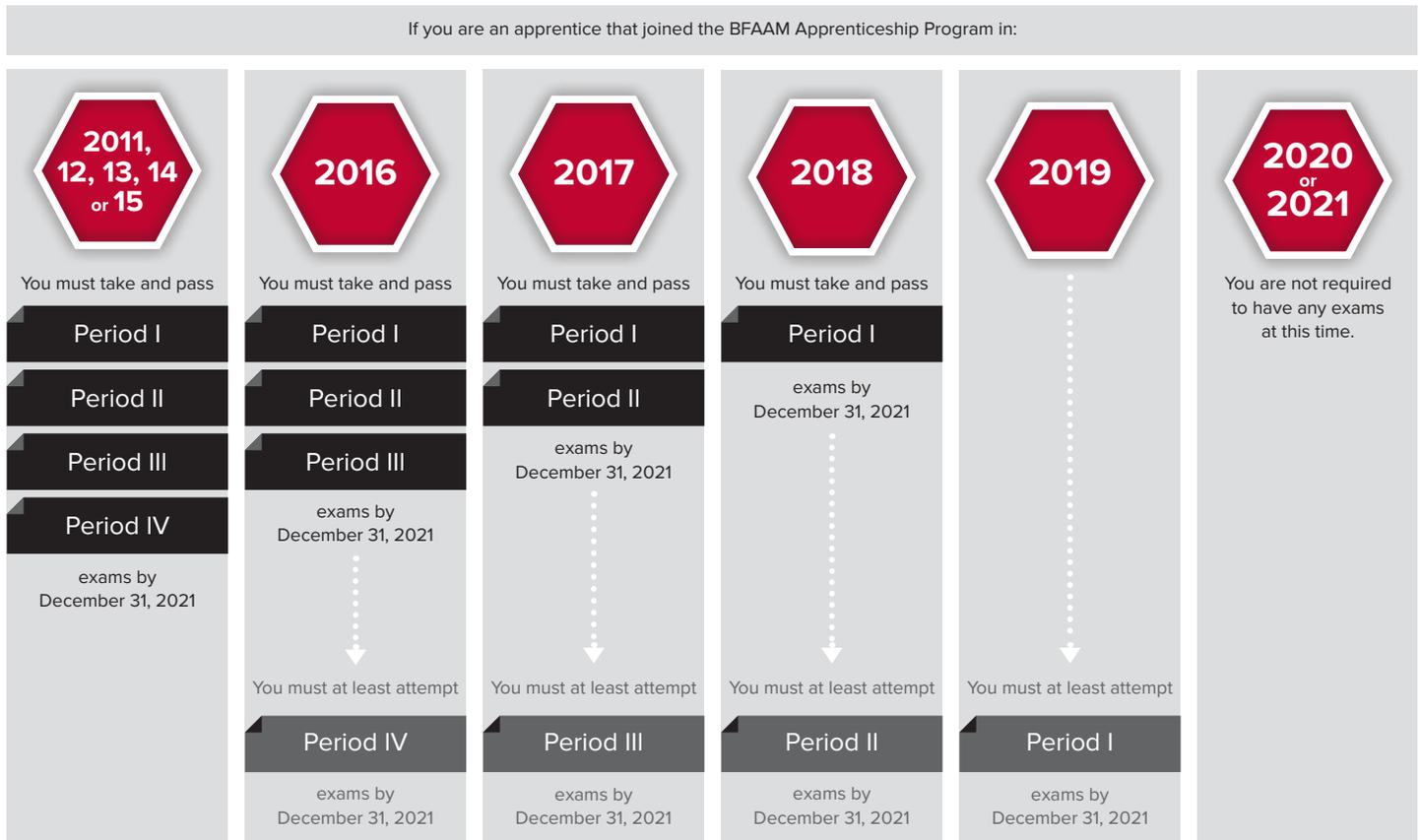
Also, the BFAAM Apprenticeship Program provides the following reminders:

- First, the BFAAM Apprenticeship Program is also sending its annual renewal forms for all apprentices. All companies who wish to keep their apprentices enrolled in the BFAAM Apprenticeship Program must return the annual payment to BFAAM no later than February 1, 2022.
- Second, if you have apprentices completing the program, please use the completion form so that the BFAAM Apprenticeship Program can update the USDOL. It can be found on the BFAAM website at www.bfaam.org/getting-started.
- If you have apprentices that are no longer employed, please

use the apprentice removal form and send it the BFAAM office so that they can be removed from the program and their enrollment can be cancelled. It can be found on the BFAAM website at www.bfaam.org/getting-started.

- All of the education webinars are available on the BFAAM website. Please encourage all apprentices to use those webinars to learn their way through the program.
- Finally, each of the four required Period Exams are available on the BFAAM website. Taking and passing the Period Exams are the way apprentices demonstrate that they are learning and making progress through the program. Simply register for an exam through the BFAAM website. Payment for exam registration is to complete the selected BFAAM Apprenticeship Exam once. As a reminder, all payments for the BFAAM Apprenticeship program must be made with company funds. Personal checks and credit cards cannot be accepted. Once payment is processed, you will be sent login information to access the BFAAM Apprenticeship Exam. 📞

FOR MORE INFORMATION OR QUESTIONS, CONTACT THE BFAAM OFFICE AT 517.485.4832. WE ARE HAPPY TO HELP.





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8 MegaPixel Video Balun, with 2 pigtail

8MP-B1PT

8 MegaPixel Video Balun, 1 with pigtail, 1 without

8MP-BVP2PT

8 MegaPixel Video/Power Balun, all pigtailed

8MP-BVP2PTC

8 MegaPixel Video/Power Balun, all pigtailed w/1M, 1F power contacts

8MP-4P,8P & 16P

8 MegaPixel, 4, 8 & 16 position Video Hub, Screw Terminal

8MP-4P36VP, 8P36VP & 16P36VP

8 MegaPixel, 4, 8 & 16 position Video/Power Hub, 36 Volt Kit

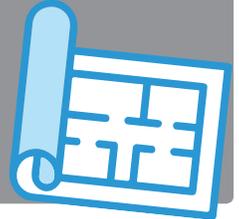


WHAT THE BFAAM PAC HAS DONE FOR YOU

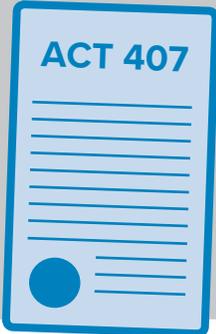


Protected the Security Alarm License from elimination attempts by the state legislature

Had legislation signed into law to allow **Fire Alarm Specialty Technicians** to design fire alarm shop drawings, instead of requiring the drawings get stamped by an Architect or PE when applying for a permit to install a fire alarm system



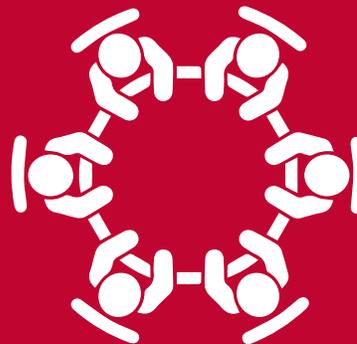
Assisted in the passage of the **Skilled Trades Act** to assist the industry with workforce issues



Protected your company from overzealous bureaucrats and local officials



Hosts receptions at its headquarters annually with the **Speaker of the House, Senate Majority Leader** and nearly all members of the Michigan Legislature



Providing you **a seat at the table** with those involved in state government

If you're not at the table, you're on it!

For the sake of our industry and your business, please contribute today! Visit bfaam.org for more information.

THE BFAAM PAC NEEDS YOU!

BFAAM is constantly fighting for our industry, for our livelihoods, and for you! BFAAM cannot do this without support from you. Your membership into the BFAAM PAC is more important now than ever. Become a PAC member TODAY!

- Imagine the impact we could have if **every member contributed to the PAC** protecting their business.
- Imagine the impact we could have if **every employee contributed to their industry PAC** that protects and fights for them.

BFAAM has been very successful in protecting your business interests in previous years – but we can't do this without your support! PLEASE visit www.bfaam.org and send a contribution today! Large or small, we appreciate any effort you make to help our alarm industry. 📞



Former Governor Snyder signing SB 1025 into law. (L to R): Senator Darwin Booher (R-Ewart), BFAAM Lobbyist Jason Wadaga, Governor Snyder, BFAAM Government Relations Chair Dan Decker, Past BFAAM PAC Chair Joyce Schofield, and BFAAM Immediate Past President Dean Belisle. Senate Bill 1025 amended the Electrical Administrative Act and the Skilled Trades Regulation Act (STRA) to allow Fire Alarm Specialty Technicians to design fire alarm shop drawings, instead of having to have the drawings stamped by an Architect or PE when applying for a permit to install a fire alarm system.

CHECK OUT OUR ONLINE JOB BANK AT BFAAM.ORG

FREE!

BFAAM members can now share their job postings with the BFAAM community. This is a great way to find qualified candidates for your open positions. If you have a job or posting you would like to submit, please send it to BFAAM@kdafirm.com.

View the site at
bfaam.org/job-bank.





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UPCOMING EVENTS



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Allied Universal Technology Services

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VENDOR LIAISON | KENNETH BISHOP

Assistant Branch Manager
ADI

SUPPLIER LIAISON | DEAN BELISLE

Resideo

Are you interested in becoming a BFAAM board member? If so, please contact **Jason Wadaga**.

2022 SCHEDULE OF EVENTS

BOARD OF DIRECTORS MEETING

Thursday, February 10, 2022
BFAAM Headquarters, Lansing, MI

BOARD OF DIRECTORS MEETING

Wednesday, April 13, 2022
BFAAM Headquarters, Lansing, MI

BOARD OF DIRECTORS MEETING

Wednesday, June 8, 2022
BFAAM Headquarters, Lansing, MI

BOARD OF DIRECTORS MEETING

Wednesday, September 14, 2022
BFAAM Headquarters, Lansing, MI

BOARD OF DIRECTORS MEETING

Wednesday, December 7, 2022
BFAAM Headquarters, Lansing, MI

Searchable BFAAM Directory Available Online

The 2021-2022 membership directory is now available at bfaam.org/member-directory. The publication includes a complete list of all BFAAM principal member companies, associate member companies, and all individual members by last name.

The best part is the directory is searchable! This feature allows website visitors to quickly and easily find a contractor or fellow member.

[View Now](#)

