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The Men Behind Nighthawk Protection Services Inc.: Making the Community Secure

By L.M. VanEvery



Michael Player, 42, and his brother Stuart, 39, both earned valuable experience in the casino security field before establishing their own security business in 2010. Stuart worked as a security supervisor for ten years in the industry and Michael had left the casino security field earlier and was working at his own woodworking business before they decided to team up and establish Nighthawk Protection Services Inc.

Michael brainstormed the name and logo of the business and Stuart worked on securing start-up funds. Michael also worked on the business plan which took him four months to write. Their business started with one client with several properties and has grown to approximately 35 employees in just two years.

Mark LaForme, 53, joined Nighthawk as an employee but the brothers soon realized that he had many skills they needed to grow their business. Mark joined Michael and Stuart as a partner and the three men incorporated their business in June 2011. As their business grew, the owners went to GREAT for assistance in helping them find employees. GREAT also assisted them with screening applications and making referrals.

Recognizing that the security industry is a high turnover industry in terms of length of employment, this group of owners is proud to employ the same 20+ employees that started with them. They currently employ 17 full-time employees and the remainder is part-time. The most important quality they look for in a potential employee is a strong work ethic. Stuart, Michael and Mark all focus on customer service. "We are a customer service based business," says Michael. Stuart gives credit to their amazing employees. "We wouldn't be successful without them," he says.

In the past two years, Nighthawk Protection Services Inc. has secured some significant security contracts in the community. The men are proud to provide security services for the new water treatment plant site. They have many ideas for expanding their business and have approached GREAT to apply to the Local Labour Market Partnership Program which supports partnership activities that create employment. Nighthawk has applied to gain licensed training status which will expand their business further. They plan to offer alarm installations and response in the future as well as executive protection. For a relatively new business, the owners of Nighthawk Protection Services Inc. have learned a lot since opening their doors.

Michael acknowledges just how much work is involved in legitimizing every aspect of a business. Stuart credits GREAT with helping them along the way. "We wouldn't be as far along if we didn't have that good start," he says. Mark confirms that building a successful business takes a lot of hard work. "It's not easy," he says. Although the security business is a serious business, Mark adds, "We have fun doing what we do." Look for Nighthawk Protection Services Inc.'s arrival on the social networking scene in the future. Right now, they can be found at www.npsi.ca

For more information about Services for Employers and the Local Labour Market Partnership Program, contact GREAT today.