

Curriculum Vitae

Lance R. Foster, CPP, CSC

Security Associates, Inc.
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Current Position

Since 1991, Lance R. Foster, CPP (Certified Protection Professional) and CSC (Certified Security Consultant), has been the founder and chief executive of Security Associates, Inc. This organization is not affiliated with specific products and offers security consulting services to commercial establishments, public institutions, and law firms. Mr. Foster acts as a litigation consultant and expert witness in cases involving allegations of negligent or inadequate security. The services provided by Security Associates, Inc. include security management consultation, litigation avoidance programs, physical and procedural security surveys, litigation consultation, and expert testimony.

Employment History

Mr. Foster has extensive experience in security management and law enforcement. He spent eight years as Vice President and Corporate Security Manager at Florida Federal Savings Bank in St. Petersburg, FL. In this role, he managed a 30-person department responsible for protecting all corporate assets and 1,700 employees throughout the state. His responsibilities included physical security, investigative services, and computer security. He authored policies and procedures to ensure compliance with federal regulations and industry standards, conducted crime foreseeability analyses, and performed site surveys to address safety concerns for customers and employees. Under his leadership, check fraud losses were reduced by 70% over three years, and he established the bank's first data security program, including staffing and policy implementation.

Before his tenure at Florida Federal Savings Bank, Mr. Foster served twelve years as a Deputy Sheriff with the Hillsborough County Sheriff's Office in Tampa, FL, as a detective in burglary, auto theft, and crimes against persons.

Mr. Foster also has four years of experience as an Intelligence Officer in the U.S. Air Force, where he was trained in air intelligence and intelligence collection using human resources.

After twenty-three years of service, he retired from the U.S. Air Force Reserve, achieving the rank of Lieutenant Colonel. His assignments included intelligence and nuclear, biological, and chemical warfare defense, and he was recalled to active duty for Operation Desert Storm.

Professional Certifications

Mr. Foster is board-certified as a Protection Professional (CPP) by the American Society for Industrial Security and as a Certified Security Consultant (CSC) by the International Association of Professional Security Consultants.

Education and Professional Training

Mr. Foster holds a Bachelor of Science in Law Enforcement & Security from the University of Nebraska at Omaha and a Master's in Educational Administration from the University of Tampa. He has completed extensive professional training in financial institution security, physical security, security guard management, security and auditing, analytical investigations, risk assessments, and Crime Prevention Through Environmental Design.

Professional Affiliations

Mr. Foster's current professional affiliations include:

- International Association of Professional Security Consultants (Past Board Member)
- American Society for Industrial Security (Past Chapter Chairman)
- American Society of Criminology

His past affiliations include:

- Financial Institutions Security Officers' Association (Past President)
- Association of Certified Fraud Examiners
- Crime Stoppers of West Central Florida (Past President)
- Greater Tampa Chamber of Commerce Community Security Task Force (Speaker)

Teaching Experience

Mr. Foster has been an adjunct instructor in the Criminal Justice Programs at the University of Tampa and Florida Metropolitan University. His teaching experience includes courses in Criminalistics, Criminology, Criminal Justice Management, and Computer Fraud. He has also developed and delivered numerous training programs on various security-related topics.

Publications

Mr. Foster has contributed to the field of security through published articles, book chapters, and best practices guides:

- Articles: "The Minefield of Bank Security" (Florida Banking, 1992) and "Don't Let Fraud Eat From Within" (Risk Management, 1995)
- Chapters: "Bank Security" in Premises Security and Liability—A Comprehensive Guide From the Experts (1997)
- Best Practices: "Forensic Methodology" (published by the International Association of Professional Security Consultants, 2000)

Presentations

Mr. Foster has delivered presentations at a wide range of professional seminars and conferences, including:

- January 1986: American Society for Industrial Security—Florida West Coast Chapter, Tampa, FL (Bank Security)
- October 1987: Financial Institutions Security Officers' Association, St. Petersburg, FL (Check Kiting)
- March 1995: American Society for Industrial Security—Chapter Seminar, Clearwater, FL (Inadequate/Negligent Security Litigation)
- March 1995: America's Community Bankers Annual Seminar, Philadelphia, PA (Cash Control and Morning Glory Robberies)

- April 1995: International Association of Professional Security Consultants Annual Conference, St. Petersburg Beach, FL (Approach to Forensic Consulting)
- August 1997: Professional Education Systems, Inc. (Continuing Legal Education for Attorneys) (The Role of the Security Expert)
- August 1999: Schutt, Humphries & Becker—Annual legal update for insurance claims adjusters and managers (The Security Expert)
- June 2001: Florida Liability Claims Conference—Annual conference for insurance defense attorneys and claims personnel (The Role of the Security Expert)
- August 2001: National Conference on Credit Union Fraud & Loss Prevention (Robbery, including ATM and night depository customers and potential litigation)
- March 2002: Roundtable Club (Insurance Claims Personnel) (The Selection and Use of Security Experts)
- March 2005: American Board of Trial Advocates—Masters in Trial Program (Served as an expert witness in a mock trial)
- August 2009: Jacksonville Association of Defense Counsel (The Security Expert)

Areas of Experience

Mr. Foster's expertise encompasses a broad array of environments and security concerns, including:

- Financial institutions
- Apartments and condominiums
- Parking facilities
- Guard operations
- Retail stores
- Convenience stores
- Office buildings
- Educational institutions
- Restaurants
- Hotels and motels
- Lighting
- ATMs and night depositories
- Bars and lounges
- Malls and shopping centers
- Truck stops
- Highway rest areas
- Racetracks
- Mobile home parks
- Casinos
- Cruise ships
- Special events (stadiums)
- Museums
- Security equipment
- Hospitals
- Marinas

