

THE MIRROR

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Georgia Joins List of States Banning Fines for Alarm Companies



On hand for the signing of the new Georgia state legislation were Dan Gordon, President, Gordon Security Systems, Inc., Doug Bassett, Executive Director, Licensing and Compliance, XFINITY Home, COMCAST, Becky Busby-Maiello, Co-Owner, VP Sales, SDI, Stan Martin, Executive Director, SIAC (Security Industry Alarm Coalition), John Loud, President, LOUD Security Systems, Vice Chairman, ESA (Electronic Security Association), Georgia Governor Brian P. Kemp, Joseph Gullett, Georgia House of Representatives District 19, Micah Gravly, Georgia House of Representatives District 67, and Randy Robertson, Georgia Senate District 29.

Farewell, Cecil Hogan

By Merlin Guilbeau, ESA Executive Director

Cecil Hogan, founder and president of Security Consultants, Inc. in Memphis, Tn, and president of ESA from 2002-2004, passed away on Saturday, April 24, 2021.



Hogan served 13 years on the ESA Executive Committee and in 2004, he was awarded the industry's most prestigious award, the ESA Morris F. Weinstock Award, which recognized his lifetime of service to the electronic security and life safety industry. During his ESA

Cecil Hogan,
continued on page 32

Georgia Governor Brian P. Kemp has signed a bill that bans counties or municipal corporations from fining alarm companies for false alarms generated by a customer and through no fault of the alarm system's contractor.

"We appreciate the support of Governor Kemp and lawmakers in supporting our industry and the millions of citizens and businesses we protect," said John Loud, Vice President of Electronic Security Association (ESA) and President of LOUD Security Systems. "Lawmakers recognized that our industry has worked diligently with law enforcement leaders to develop and implement a Model Alarm Ordinance that significantly reduces the demand on police resources by penalizing individuals or businesses that cause false alarms primarily through user error."

Georgia, continued on page 37

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THE MIRROR

PRESIDENT'S MESSAGE

JUNE is here!

Here we are mid-2020 and finally things are coming back to life. A new comfort level with being "out and about" is provided by vaccines and encouraging statistics of a declining pandemic. Businesses, shops, stores, restaurants, bars, entertainment venues, etc., are all coming back to life. It is a good feeling to see children playing soccer and baseball in the parks again. Near pre-Covid conditions are also evident on our freeways and at our toll plazas but we think of them a positive sign of life instead of our dreaded commute.



By Michael J. Salk

As promised, the CAA Executive Committee reviewed the prospect of an "in-person" CAA Palm Springs Convention with a focus on the interest of dealers and vendors to attend "in-person" and safety with respect to Covid-19 and voted unanimously to move forward with live convention. Covid protocols will be implemented based on the then current recommendations of the CDC and Riverside County Health Department – we will have a safe and successful meeting!

The schedule contains some great educational presentations and other events lined up for every attendee.

Our CAA Scholarship Committee is busy reviewing applications and they are looking forward to doing a presentation at our convention. You are not going to want to miss this event!

You can register for FREE courtesy of our sponsors at www.caaonline.org if you are an installing company and vendor/sponsor registrations are also available.

Registration is now available for ISC West and we encourage you to attend and join us for the special CAA events and visit our booth.

Looking forward to seeing YOU in Palm Springs!!

Michael J. Salk
President
California Alarm Association



In Memoriam

David A. Leverett

It is with a heavy heart and great sadness to announce the passing of David A. Leverett, on March 11, 2021 due to health complications at age 63. David played an active role in our industry for more than 40 years. Early in his career, he was a Lead Technician for Honeywell where he accomplished the first "Remote Energy Management System" installation at UCLA. He continued as Operations Manager for Sonitrol and then as their National Account and Systems Group Operations Manager. He project managed the \$2.2 million dollar Sky Harbor International Airport Security and Facility Management Systems Project, along with numerous prison and court projects.

Dave joined Protection Service Industries (Sonitrol of San Bernardino) as their Director of Operations and Acquisitions and designed and built their state-of-the-art Alarm Command Center and helped the company grow to become the 7th largest alarm company in our industry.

He leaves behind his wife of 42 years, Toni, and their two dogs Abby and ReeRee. They enjoyed spending time at their vacation home at Lake Mojave, NV. You could always find them on their pontoon boat in Cottonwood Cove. Dave also enjoyed exploring off-road in his jeep, and talking to people far away on his Ham Radio.

In his final role as Chief Financial Officer at iTech California, he was an active leader and an amazing mentor. Dave was very humble, but when he spoke, everyone listened. Dave's leadership set a benchmark for success. His ability to execute operational strategies and deliver the right products and services were second to none.

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LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2021

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2021 and encourage CAA members to contribute what they can to reach this goal.

As a reminder, PACs allow citizens with a common interest to join together to participate in the political process. Members of an industry association or employees of a company have an interest in supporting candidates whose philosophy is conducive to creating an environment in which their business can succeed. By donating to the company or association's PAC fund, employees or members help ensure that legislators will be elected who are interested in and responsive to the concerns of the company or industry.

CAA PAC FUND CONTRIBUTIONS

The California Alarm Association has a very strong government relations program that works on the local, state and national level. In addition to the hundreds of hours of volunteer service from our members, we have a CAA PAC Fund which supports our interests in Sacramento.

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DEALER PERSPECTIVE...#33



The Connection... Solar — Cybersecurity — Ransomware

The last few articles have attempted to show the growing interaction between the security industry and the solar rooftop opportunity. Solar rooftop (with batteries) within a mini-grid environment would likely have eliminated much of the damage from the “Texas freeze” a few months ago. Texas has its own interconnecting grid that covers the

By Tony Smith

entire state. All of the interconnecting switches, valves and other components required a winter upgrade, which did not happen. When a portion of the system froze, the entire grid went down and the state went into a deep freeze.

Late last December, there was the Solar Winds hacking disaster, likely orchestrated by a combined Eastern European and Russian partnership that savagely attacked the Solar Winds Managed Services business. Some suggest that Solar Winds created this problem when they outsourced their software development to Eastern Europe and a company in Belarus. Now, we have an American pipeline company, Colonial Pipeline, which services much of the East coast with petroleum products, submitting to a \$5-million ransomware attack. All the answers to this ransomware attack have yet to emerge, but clearly one of the solutions is to isolate the control system from outside connections so as to limit the number of entry points into the system that need to be managed. Interactivity and interconnection with external power and software can only invite this type of attack when it is spread over 5000 miles.

Public utilities in California and across the nation generally subscribe to the old saying, “Bigger is Better”. In their case for electrical generation and distribution they clearly want big projects. Even when they want to use solar in an effort to reduce global warming, their reflex response is to build large solar facilities, such as the one recently proposed for Northeastern Nevada. These large solar plants, primarily in the desert, have proven to be environmental monstrosities. They destroy the native bird and animal life, dig up the desert topsoil and destroy the natural carbon sequestration capability of the desert. Added to all of this is that they then must build the grid that will then connect the solar plant to those who

have purchased this renewable energy, thus destroying even more desert environment.

An example of this mentality is clearly exhibited in the Los Angeles DWP project in Kern County, a high desert environment north of Los Angeles. This is the solar and wind farm that is a centerpiece of California’s commitment to get to 100% clean energy by 2045. California’s budget surplus is expected to be \$75 billion over the next two years, but our government is not spending any of it on rooftop solar with batteries. They are allocating most of it to social programs and the metro systems in Los Angeles. While they will probably extend the existing tax credits for rooftop solar, a massive increase would create a huge construction demand for new and continuing jobs. Instead of expanding Medicare to immigrants, perhaps those individuals could be trained to work jobs that will allow them to earn a middleclass living, which includes medical coverage.

NOW...THE CONNECTION TO SECURITY

Vivint is getting credit for introducing Solar to their security customers and they deserve it. It is additional monitoring revenue, and additional installation revenue. It creates a much stronger link with their customer base and allows them to combine security and solar into a longer contract form. The security component does not seem to actually be in the Solar business, but they have partnerships with solar companies, like Sunrun, in a multitude of areas around the country. It seems to be basically a referral business, where the solar partner uses the Vivint name and shares revenue. After some research, it was unclear as to whether these partnerships are exclusive.

The Solar business is, today, a political animal and is destined to be more so. Maintaining or increasing the solar tax credit or protecting the sale price of excess solar power to the utilities will all take political will and come at a cost. There are three basic elements to a solar company: sales and local permit creation; a fully licensed electrician; and a roofing contractor who wants to expand his business. This is still the “Wild West” when it comes to building such relationships, so if you are interested, the time to begin the process is now!

Tony Smith is a Past President of the CAA and a former member of the Board of ESA. He is the Founder, President, and CEO of Security Funding Associates, a leading industry financial services firm. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2229.

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DMP announced the release of its SR3 Bluetooth & Proximity Reader for use with existing 125 kHz cards or via a mobile credential that's easily and uniquely deployed within the DMP Virtual Keypad™ app. "With this new Bluetooth solution, you've got frictionless access control — the phone remains in your pocket for hassle-free entry," says DMP Vice President of Marketing Mark Hillenburg. "Users get the convenience they prefer, plus it creates an easy-to-deploy — one-time purchase — mobile credential without all the hassle and expense of ongoing monthly costs." The SR3 BLE & Prox Reader gives your customers an advanced access control solution, and yet the new mobile credentials are just as easy to manage virtually, without having to ship, mail or deliver physical credentials. With a mobile access credential that's loaded on Bluetooth-enabled smartphones, the card data is nearly impossible to copy or clone — plus, it's far less likely to be lost or stolen. Bluetooth operates flexibly through wireless networking at short range. For additional information please contact InsideSales@DMP.com, call 877-757-4367 or visit DMP.com.



NAPCO SECURITY TECHNOLOGIES introduced a New Marketing Tools Portal for dealers/integrators, enabling them to market security services, upgrades and new systems more easily. The Portal offers free customizable mailers/statement stuffers security pros can download and printout or request FREE physical copies; customizable ready-made HTML emails & a library of high-res or web-ready downloadable photos (by division and product brand). A

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CONTINENTAL ACCESS, a division of **NAPCO Security Technologies**, introduced their all-new E-Access Readers for Continental's E-Access Embedded Access Control line. E-Access readers feature ultra-fast transaction times, under a second, Wiegand & OSDP support, easy automated credential issuance and no-touch Bluetooth mobile credentials.



Several models are available for standard and mullion applications, and also with digital keypad. E-Access is Continental's self-contained embedded solution, requiring no software to load, it's quick & easy to deploy, ready out of the box, scalable from a couple doors to 256 doors, combining 1-Door, 2-Door and 4-Door controller models (expandable to 8 doors), and these new Readers. It offers hybrid access control in a cloud-based system, with

the advantages of an on-premise access. Also featured are secure cloud-based remote management via any popular browser, i.e., Chrome, Safari and IE; as well as mobile App management on choice of smart devices. For more information on Continental Access E-Access Readers download the new spec sheet at www.cicaccess.com.

RESIDEO TECHNOLOGIES announced it has acquired privately held **SHOREVIEW DISTRIBUTION** based in Foxboro, MA. Shoreview was founded in 1989 and is a leading distributor of professional audio, video, lighting, display and broadcast equipment. With warehouse locations on the east and west coasts, Shoreview serves customers across the United States and will be part of Resideo's ADI Global Distribution business. "A key component of ADI's strategy is pursuing acquisitions to drive continued growth in adjacent markets and expand our base of customers and suppliers," said Jay Geldmacher, President and CEO of Resideo. "This acquisition represents another important step in that strategy by further solidifying ADI's position in the Pro AV market and marks the third acquisition for our distribution business since the beginning of 2020." For more information about Resideo, please visit www.resideo.com.



SDI welcomed Brandon Heffernan as the Southern Regional Sales Manager. Brandon has been with SDi for over seven years and holds over ten years of experience in the fire industry. In addition to his background in test and inspection equipment, he has previously represented SDi in various departments such as marketing and service, and has also provided sales and product support for Bedrock Speech Intelligibility equipment. He looks forward to working with clients in Texas, Louisiana, Arkansas, Mississippi and Oklahoma. Brandon can be contacted at brandon.heffernan@sdfire.com or at 732-966-5144. For more information about SDi, visit sdfire.com.

JOHNSON CONTROLS announced the introduction of eight additions to its popular Tyco Illustra Flex camera series. With enhanced image processing, improved low-light capability and secure boot protection against cyber-attacks, the new NDAA compliant Illustra Flex Gen3 cameras are designed to provide high performance, cost-effective solutions for virtually any video surveillance application. The Illustra Flex Gen3 is capable of



Associates News continued on page 14

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ASSOCIATES NEWS, continued

connecting into the Johnson Controls OpenBlue platform, a complete suite of connected solutions for sustainability, new healthy occupant experiences, and safety and security solutions. With a small footprint, the aesthetically attractive Illustra Flex Gen3 cameras provide a choice of bullet, indoor mini-dome, outdoor mini-dome and compact camera formats. The new 3MP models will supersede existing Gen2 3-MP Illustra Flex cameras. The 8MP (4K) models, which feature a built-in suite of intelligent video analytics for enhanced situational awareness and faster response, as well as facilitate exception reporting, complement 4K Flex Gen2 cameras. To learn more, visit: www.illustracameras.com.

The **CONTINENTAL ACCESS DIVISION** of NAPCO Security Technologies is pleased to introduce its new logo, branding and dealer program. The new, modern look encapsulates the wide variety of solutions that Continental Access offers, including enterprise, mobile, cellular, cloud, wireless locks and embedded solutions, plus the debut of an all-new program for dealers/integrators. Stephen Spinelli, SVP, Sales of NAPCO said, "Today's Continental Access offers much more than the enterprise platform and conventional hardware folks know. The Division's new brand look and tag line "Every Solution. One Brand™", underscore its full breadth of line, and flexibility, applicable for literally every size requirement and budget. We think Continental has a lot to offer dynamic integrators in the security space, and that's part of why we're introducing an all-new Continental Dealer Program, too." For more information on all

Continental Access offerings, advantages, online modular training & new dealer program, please contact your regional Continental Sales Manager, CI Headquarters 80-645-9445 or visit www.cicaccess.com.

JOHNSON CONTROLS has released the newest version of the Tyco Kantech EntraPass security management software. EntraPass version 8.30 features additional support for Tyco DSC PowerSeries intrusion alarm panels, including a fully functional virtual keypad, enhanced support for EntraPass web macOS functionality, cybersecurity updates and other optimizations for a more streamlined user experience. For a more seamless combination of access control and intrusion, additional support for the Tyco DSC PowerSeries alarm panel family includes a fully functional virtual keypad, with the same functions, navigations and emergency keys as the physical DSC intrusion alarm panels. This enables system operators

to perform intrusion functions remotely from an EntraPass workstation, such as the arming/disarming of intrusion panels or acknowledging/cancelling alarms without needing to be physically present at the keypad's location. To learn more, visit www.kantech.com.



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INDUSTRY NEWS

STANLEY Security Honored Local Heroes

In 1962, President John F. Kennedy signed a proclamation which designated May 15 as Peace Officers Memorial Day and the week in which that date falls as Police Week. This is a week to honor and pay tribute to those who have paid the ultimate sacrifice and those who still serve their communities.

STANLEY Security (Wholesale Monitoring) teamed up with the NW Florida Leo Wives group this year to honor local officers in Escambia County Florida. The NW Florida Leo Wives is a support group for spouses and partners of men and women who don the uniform to protect their communities.

Sarah Peacock of NW FL Leo Wives and Peggy Page of STANLEY Security coordinated with Sonny's BBQ restaurant to provide meals for the afternoon, evening and night shifts of the Escambia County Sheriff's Precincts on Monday, May 10. These officers in outlying precincts rarely get recognition as most of the goodies go to the main office. Through the coordination of the NW FL Leo Wives, STANLEY Security and Sonny's over 150 officers were able to get a hot meal either before and/or after their shift, and receive some well-deserved recognition for the work they do to protect their community during a time frame where most of the "trouble" occurs in communities around the country.

STANLEY Security (Wholesale Monitoring) wishes to thank the NW FL Leo Wives and Sonny's for their help in making this happen. More importantly we wish to thank those officers who don their uniform day in and day out to keep us all safe by running into the chaos so that we can all run out.



Sara Peacock (left) of NW FL Leo Wives, and Peggy Page of STANLEY Security (center) are surrounded by a group of Escambia Country Officers.



Escambia Country Officers enjoy their meal from Sonny's arranged by STANLEY Security.

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Tim Westphal, EBAA President

EBAA Meetings

For questions, please reach out to Treasurer Deric Morrow 510-432-8130 deric.morrow@amag.com.

RSVP to 800-437-7658 or info@caaonline.org.

Richmond Ordinance

Alarm users are required to have an alarm permit, and failure to obtain one will result in a \$250 fine to BOTH THE ALARM /MONITORING COMPANY AND ALARM USER. Permits can be obtained now by the alarm user or alarm company online here: www.crywolfservices.com/richmondca/. Click on "new Users" for the permit application. The permit fee is \$30 for a two-year alarm permit. Renewals will be the same fee and term. A list of your newly installed, and newly cancelled alarm customers must be submitted on a monthly basis to richmondca@publicsafetycorp.com.



INLAND EMPIRE ALARM ASSOCIATION

William Watson, President

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IEAA Membership

If you would like to become a member or have any suggestions on ways to increase our membership, please us a call at 800-559-9060.



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Sean Cooke, President

Meetings

For questions about the association, please contact Sean Cooke at scooke@allguard-systems.com or 800-255-4273.



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GLASAA Meetings and Events

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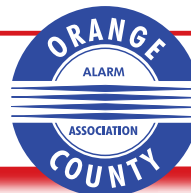


GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

GVAA MEETINGS

Our meetings are held at Custom Electronic Supply, 1324 Dupont Court, Manteca 95336 and they start at 11:30 a.m. GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Joe Castro at 209-384-3305 or by email at josephc@alarmwatch.com for more information.



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CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at www.irvinepd.org. The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines.

For more information about OCAA activities, contact the OCAA office at 800-437-7658 or email OCAAlarmAssoc@aol.com. Visit our website at www.caaonline.org/ocaa/ for meeting information and registration forms, training opportunities, members list and a whole lot more.



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Matt Kruger, President

City of San Diego Permit Process

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at hgonzalezreed@pd.sandiego.gov. If you have any questions, please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov or 619-531-2247. Visit our website www.sandiegosecurityassociation.org.

The San Diego Police Department Permits Division reminds all alarm companies that they are required to have a valid alarm permit for the premise being installed, prior to the installation of an intrusion or fire system. The alarm company is responsible for obtaining or verifying the existence of an existing alarm permit for the premise. For information please contact SDPD Permits Division – Frank Dragula 619-531-2364 Fdragula@pd.sandiego.gov



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Sacramento Area Alarm Association
3491 Park Drive Suite 20-234, El Dorado Hills, CA 95762-4549
saaasecretary1@gmail.com
www.sacalarm.org

Mark Simpson, President



Deric Morrow, President

SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510- 921-3987or deric.morrow@jci.com. It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.



GOLDEN GATE
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Paul Wassem, President

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See you at CAA's Palm Springs Convention!

Thank you to everyone who came to the NSA Industry Get Together in April! We were all glad to see each other in person and a good time was had by all! Thanks to PKWY Tavern in Henderson for the great food (GIANT pretzels anyone?) and drinks and thanks to attendees for the great conversation!

JOIN US IN 2021! Membership applications available on our website www.nevadasecurityassociation.org.



Jonathan Rich and Bob Chris enjoyed networking at NSA event.



Howard Wulforst of ADI welcomed Rex Samantha to the NSA event.



NSA welcomed Amelia, Derek, and Melinda.

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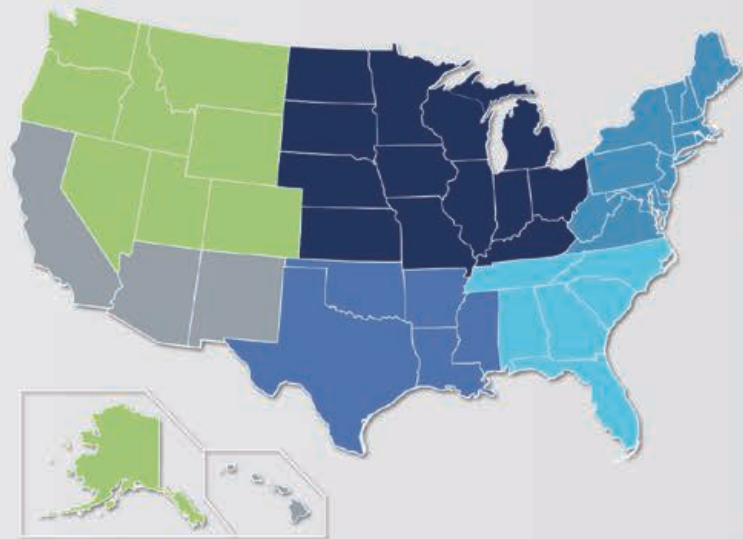
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Currently CBFAA is monitoring bills submitted to the Colorado Assembly that may affect our members, and has been investigating solutions to the workforce development issue.

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Due to Covid-19, the CBFAA is carefully considering its next meetings. Watch your inbox and newsletter for continued updates.

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Cecil Hogan, continued from pg. 1

presidency, Hogan, with the help of then-SIA President Allen Fritz and then-CSAA President Mel Mahler, worked to re-establish a relationship between the three associations. Because of these efforts, CSAA, ESA and SIA enjoy an affiliation that is beneficial not only to all three organizations, but the industry at large.

“We are deeply saddened by the loss of Cecil,” said Merlin Guilbeau, executive director and CEO, ESA. “As a businessman, owning and operating a security company for almost 40 years, he leaves a legacy of kindness and generosity that the industry will greatly miss — but should also learn from and emulate.”

An example of Hogan’s heart ... he kept a dying man on his payroll for more than a year so that man’s family would be taken care of and not go without.

Past ESA President and owner of Knox Integrated Systems, John Knox, remembers meeting Cecil for the first time at an industry trade show in Atlanta in the late 1980s.

“I can say if you ever had a chance to speak with Cecil, it is highly unlikely you would forget him,” he recalls. “He was one of the first people to encourage me to get involved in the



Past ESA President ... John Knox, remembers meeting Cecil for the first time at an industry trade show in Atlanta in the late 1980s.

“I can say if you ever had a chance to speak with Cecil, it is highly unlikely you would forget him,” he recalls. “He was one of the first people to encourage me to get involved in the Tennessee alarm association at a time when I did not understand the value.”

For more than 25 years, Knox witnessed Hogan donate countless hours to our industry.

Tennessee alarm association at a time when I did not understand the value.”

For more than 25 years, Knox witnessed Hogan donate countless hours to our industry.

“At times, I know he spent more time working with ESA and TNEA than he did his own company,” Knox says. “He donated his time unselfishly and never expected anything in return.”

Past ESA President Dom D’Ascoli also remembers the long hours Hogan dedicated to the association and industry.

“The untold hours he has poured into the association and his expertise in guiding major decisions that have impacted the security industry have helped everyone in business today,” D’Ascoli says.

“Our industry has lost a great husband, father, mentor and friend,” Knox lamented.

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WBFAA UATC Apprentice Enrollment for Fall Semester Class Open

Member companies can register new apprentices anytime. If you will be hiring new apprentices or technicians, member companies are encouraged to send job postings to info@wbfaa.net and we will send to our list of qualified prospects. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

Certification – Fire/Life Safety Technician - Renewal

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.

CSLB Enforces Zero Tolerance

The Contractors State License Board (CSLB) is legally required to open an investigation and initiate disciplinary action against the contractor (which may include license suspension or revocation) within 60 days of receipt of a referral or complaint from the Department of Industrial Relations' Division of Apprenticeship Standards (DAS). Labor Code Section 3099.2 stipulates that anyone who performs work as an electrician for C-10 Electrical contractors shall hold an electrical certification card issued by DAS; DAS is required by Labor Code Section 3099.2 to report violations to CSLB. Learn more about electrician certification by visiting the Division of Apprenticeship Standards website. www.dir.ca.gov/DAS/ElectricalTrade

WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with more than 50 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net or www.wbfaatraining.net.

WBFAA UATC Invites Membership

Assented member companies register all fire alarm technicians in the program and pay a monthly fee of \$25 per technician. The apprentice program and course, prep material for certification and continuing education courses are provided at no additional fee. In addition, member companies who contribute to public works training trust funds to the WBFAA receive a \$.15 per hour credit for registered technicians. For complete information, visit www.wbfaa.net or call the WBFAA UATC at 800-809-0280.



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INDUSTRY NEWS

TMA 2021 Annual Meeting - October 9-13, 2021

Everyone is ready for some time away, so whether you are a regular attendee of The Monitoring Association's Annual meeting or will be a first-time attendee, now is the time make plans to join us October 9-13 for the TMA 2021 Annual Meeting at the Ritz-Carlton, Kapalua located on the scenic island of Maui, Hawaii.

TMA will have a top-notch program to keep you informed and provide you with strategies to assure your company's future success. The opportunities for in-person networking with the top C-Suite executives in the monitoring and security industry will return in full in Fall 2021.

The Ritz-Carlton, Kapalua is a five-star resort on 54 lush acres overlooking the Pacific Ocean. The beautiful island setting is complemented by the resort's modern amenities and contemporary guest rooms and suites. Your stay will be enhanced by sophisticated dining, championship golf courses, and spa treatments steeped in Hawaiian culture. The hotel's extensive indoor and outdoor meeting and function space will make it the perfect setting for TMA's 2021 Annual.

Full meeting details, including registration and accommodation information, may be found on the TMA website at <https://tma.us/events/tma-2021-annual-meeting/>.

TMA Ops-Tech Set for November 7-11, 2021

TMAOPS-TECH is a five-day program that delivers peer and subject matter expert-led educational sessions focused on the latest technology trends and operational best practices for monitoring centers. The 2021 program features a tour of CPI Security's Charlotte-based state-of-the-art monitoring center.

WHERE: Embassy Suites by Hilton, Charlotte, NC

MORE INFO: Online at <https://tma.us/events/2021-ops-tech/>
Julie Webber, Vice President of Education & Training
jwebber@tma.us 703-660-4915

Gene Jordan announced that **ADVANCED SECURITY** has become a part of **BRAVAS**, the nationwide Systems Integration company focused on providing and supporting electronic systems in residential and commercial premises. BRAVAS was formed in late 2019 when 15 regional Systems Integration companies across the country including our previous sister company, The HomeWorks Group, determined that we could all serve our current and future customers better if we combined resources. For more information visit www.bravas.com.

Georgia, continued from pg. 1

The introduction of the legislation follows a bitter three-year fight after the City of Sandy Springs passed a punitive ordinance that fined alarm companies. The city's success in defending the legislation in court caused the legislature to act. Only one other Georgia city, Brookhaven, followed Sandy Springs' lead.

A number of other states have passed bills similar to the Georgia bill in recent years including California, Florida, New Jersey, Texas, Tennessee and Iowa.

"The model ordinance, which fines alarm users, obtains an average 60% reduction in false dispatches and impacts those causing most of the problems. In fact, 85% of alarm systems generate no calls to the police in any given year," said Stan Martin, Executive Director of the Security Industry Alarm Coalition (SIAC).

Under the law companies are responsible for false alarms they cause due to faulty equipment or installation or failure to use a mandated system requiring two calls to an alarm site before notifying police.

"Common sense prevailed," said Loud. "Our industry stands ready to work with any community that wishes to reduce unnecessary dispatches with a proven model and experts ready to assist."

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23-26 CAA Palm Springs Convention..... Palm Springs, CA

SEPTEMBER

29-30 AZA 2021 Annual Convention..... Chandler, AZ

DECEMBER

1-4 CAA Winter Convention..... San Francisco, CA

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June 23-26, 2021
Hilton Palm Springs

SIA/ISC Loves Security
July 18, 2021
THE ROCKHOUSE, Las Vegas, NV

ISC West
July 19-21, 2021
Sands Expo Center, Las Vegas, NV

TMA Annual Meeting
October 9-13, 2021
Maui, HI

TMA Ops-Tech
November 7-11, 2021
Charlotte, NC

ISC East
November 17-18, 2021
Javits Center, New York

CAA Winter Convention
December 1 – 4, 2021
The Fairmont San Francisco

Imperial Capital Security Investor Conference
December 12-14, 2021
New York, NY

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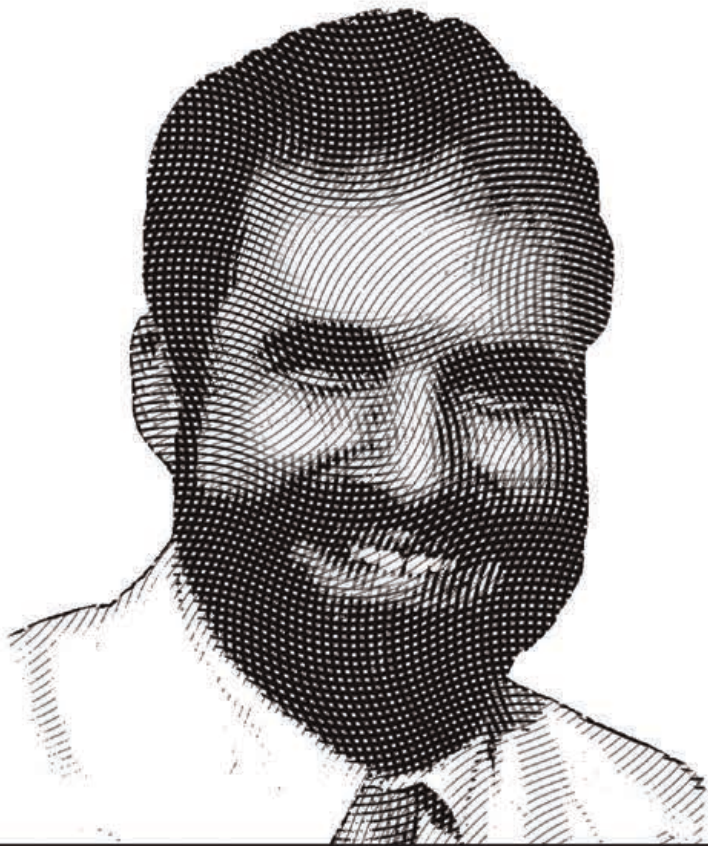
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