

THE MIRROR

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MacGuard's Insight to the State Farm & ADT Deal



By Kirk MacDowell

The recent announcement that ADT has secured an equity investment totaling \$1.2 billion from State Farm, has the industry buzzing about bigger things ahead, including the impact on the smart home. According to a recent article in *SDM*, the collaboration

between the two companies reflects the increasing momentum of insurance organizations as a channel for purchase or distribution of smart products. The benefits of the partnership are numerous, including discounts offered by insurance providers to users that have smart home products installed. The partnership between ADT and State Farm is a smart move by both companies. State Farm has already been at the forefront of offering discounts to policy holders with a functional, monitored security system. With added smart home offerings such as water-detection sensors, ADT can alert homeowners and other agencies quickly to this type of catastrophe, reducing the amount of damage to a home. According to Traveler's Insurance, 77% of homeowners' claims

MacGuard Insight, continued on page 6

California Enacts New Law Mandating Pay Range Disclosures in Job Listings

By Jeremy Mittman, MSK

Is your company hiring?

If so, it's important to know that California has passed new requirements for job postings and important disclosures to applicants and employees. Signed by Governor Gavin Newsom on September 27, 2022 and taking effect January 1, 2023, the new law will require every California employer with more than 15 employees to disclose a position's pay range in the job listing. Previously, pursuant to Labor Code § 432.3(c), employers were required to disclose the pay range for a job after the first round of interviews, and only upon a candidate's request. The newly signed law is the latest in a series of pay transparency measures enacted in California in recent years and will become one of the country's most aggressive laws aimed at eliminating "secrecy" surrounding employee compensation. Importantly, current employees will also have the right to receive from their employer, upon request, the pay scale for the position in which they are employed. Employers of more than 15 employees must maintain job title and wage history records for each employee. The law establishes a presumption in favor of the employee if the employer fails to maintain such records.



California Laws, continued on page 6

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The ESA Board of Directors met recently in Telguard's home town, Atlanta, Georgia. After a day of great forward-looking planning for their Association, the group took in a defending World Series Champion Atlanta Braves game.

Photo of the ESA Board of Directors appears on page 16



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CAA PRESIDENT'S MESSAGE

The end of 2022 is approaching rapidly - such a busy time of year! Halloween seems to be the start of the transition into winter. It is followed by Thanksgiving, then CAA Winter Convention (our favorite time of the year), Hanukkah, Christmas, and a gentle slide into the New Year, at the speed of light! Buckle-up! Here we go....

GETTING BACK TO NORMAL WITH:

• **REGIONAL CHAPTER MEETINGS:** A couple of Regional Chapters, IEAA on November 3 and OCAA on November 15 will be hosting meetings in conjunction with local first responder agencies. Please show your appreciation and support by participating in these events to benefit worthy causes. More information is on the Events Directory page on the CAA Website.

• **ELECTION OF OFFICERS:** All CAA Members are encouraged to participate in determining the future leadership on the Association! The Nomination Form is now available at the CAA Website or by contacting the CAA office info@caaonline.org or 800-437-7658 to request a form.

Winter convention: Nov 30th – Dec 3rd at the Fairmont Hotel in San Francisco!

CHUCK PETRUSHIA will be honored with the 2022 George Weinstock Lifetime Achievement Award!

We are excited for the schedule of workshops which will be offered at the upcoming CAA Winter Convention in San Francisco. Our industry has never evolved faster than we are currently experiencing; from emerging technologies, to communication protocols, to the way PD will be dispatched. These are only a few of the important topics that will be discussed among colleagues.

Sponsorships are critical to underwriting the costs that are associated with holding this event - over four days at a premier venue. Please help us make it another great event.

The CAA Winter Convention is the annual fundraiser for the Association and the revenue generated is a crucial source of non-dues revenue necessary to fund key programs and initiatives like the Youth Scholarship Program for children of first responders, full time Legislative Advocacy, full time Legal Counsel, and more.

Check out the **EVENT PAGE** on the CAA Website for registration and booking hotel rooms at a great rate. The current schedule is also listed. If you are interested in hosting a Workshop, please visit the Event Page or contact the CAA Office.

Observe your surroundings... It is a great time to be Thankful!!



Michael Salk
President



By Michael Salk

CAA LEGISLATIVE WATCH

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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MacGuard Insight, continued from page 1

come from five causes: wind, non-weather water damage, hail, weather-related water damage, and theft. The impact on the smart home sector will be additional awareness and some market expansion. You can expect to see similar announcements from competitors to ADT. It's a natural progression. Share of wallet by offering more protection and detection capabilities to the residential and small business market is not only a good move, but one that clients desire. It takes upselling to a new level, reduces churn and ties the parties closer together.

Here's some advice to independent dealers and integrators: **MACGUARD SECURITY ADVISORS, INC.** "Ride the wave". Get in front of

it by aligning with local independent insurance, real estate brokers, and other home service trades, and develop your own combined go-to-market strategy

Kirk MacDowell is the founder and CEO of MacGuard Security Advisors offering guidance on how to innovate, transform, and compete in today's ever-changing electronic security landscape, in addition to being Chairman of the Security Industry Alarm Collation (SIAC).

California Laws, continued from page 1

Additional Government Reporting Obligations

Employers of at least 100 employees are already required to annually report pay data breakdowns by sex, race, and ethnicity to the agency formerly known as the Department of Fair Employment and Housing, which was renamed the Department of Civil Rights, or CRD, in July of this year. Under the new law, these annual reports now must disclose for each sex, race, ethnicity, and each combination thereof, median and mean hourly rates of pay within each job category. The CRD will maintain these reports for at least ten years. Previously, this requirement could be satisfied by submitting a copy of the employer's Employer Information Report (EEO-1) already required by federal law for applicable employers; however, the new law deletes that provision and instead now requires a California-specific pay data report. Employers also must report similar data for employees hired through contractors. The law, passed by the legislature and sent to the governor as Senate Bill 1162, establishes new civil penalties to aid enforcement of the reporting requirements and empowers the Labor Commissioner to investigate alleged violations. Specifically, a court can impose a civil penalty of \$100 per employee for any employer who fails to file the required report, which escalates to \$200 per employee for subsequent violations. Violations of the pay range disclosures to applicants are the subject of a new private cause of action, with resulting possible civil penalties ranging from \$100 to \$10,000 per violation. These limits apply only to claims brought before the Labor Commissioner; the courts, however, will be permitted to award injunctive relief and any other relief the court deems appropriate.

California Approves Bereavement Leave

By Jeremy Mittman and Kyle DeCamp, MSK

California Governor Gavin Newsom has approved and signed Assembly Bill (AB) 1949, an amendment to the California Family Rights Act (CFRA) that will take effect on January 1, 2023. AB 1949 now requires covered California employers to provide eligible employees with five days of unpaid bereavement leave for the death of a quali-

fying family member. This bereavement leave must be completed within three months of the family member's death and employers may not require that the employee take the days off consecutively. In the absence of an existing policy, the bereavement leave need not be paid by an employer; however, employers must permit an employee "to use certain other leave balances otherwise available to the employee, including accrued and available paid sick leave." In the event that an employer has an existing bereavement policy that provides

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for fewer than five days of leave, the employer must increase that number to provide for five days of leave. AB 1949 further provides that it is an unlawful employment practice for an employer to engage in discrimination, interference, or retaliation relating to an employee's exercise of rights under the bill. Employers must also maintain employee confidentiality as it relates to bereavement leave. Note that AB 1949 does not apply to employees covered by a valid collective bargaining agreement that provides for bereavement leave. Mitchell Silberberg & Knupp LLP has developed a sample policy reflecting AB 1949's new requirement and is happy to provide it upon request to clients wishing to update their employee handbooks. Please visit www.msk.com.

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The California Alarm Association Nominating Committee is seeking nominations for the following officers for the term 2023-2024, to be elected at the CAA Winter Convention in San Francisco on December 2, 2022:



- President
- Vice President - Northern California
- Vice President - Southern California
- Secretary
- Treasurer
- Sergeant at Arms
- Associate Director

Each Officer shall be elected to serve for a term of two (2) years commencing at the conclusion of the meeting of the Association designated as the bi-annual meeting for the election of officers of the Association.

All elected Officers must be selected from, and be authorized to represent, a Regular Member in good standing. A member may not be nominated for or be elected President of the Association unless the member has served on the CAA Board of Directors for a period of at least two (2) years.

A member may not be nominated for or be elected for any office other than President of the Association unless the member has served on the CAA Board of Directors or the Board of Directors of a CAA Local Association for a period of at least two (2) years.

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NOMINATION COMMITTEE: Tim Westphal (Chair / Past President), Chuck Petrusha (North), Matt Kruger (South).

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ASSOCIATES NEWS

SNAP ONE announced the immediate availability of multiple new WiFi 6 wireless access points from Arakis and Access Networks that further enable Partners and customers to enjoy all the benefits of the latest WiFi technology and advanced remote system management. The introduction of Access Networks Unleashed

Wireless Access Points, which took place in early August, follows the acquisition of the company by Snap One in 2021. "Wireless networks are the backbone of every

modern integration and automation project, and this new expansion gives Snap One Partners all the tools they need to deliver clients faster data speeds, improved connectivity and the surety of 24/7 system monitoring," said Brian Holden, Snap One Senior Director of Product Management, Networking & RMM.



HAKIMO announced that Brian Harrell has joined its board of advisors with a background and expertise in critical infrastructure protection will support Hakimo's growth in these markets. In 2018, Harrell was appointed by the President of the United States to serve as the sixth Assistant Secretary for Infrastructure Protection at the U.S. Department of Homeland Security (DHS). "Highly regulated industries such as electricity, water, and pipelines have particularly demanding security monitoring requirements," said Brian Harrell. "The Hakimo AI solution relieves the burden on security teams by

automatically monitoring access control events so operators can focus on what's most important."

EASTERN BANK announced Crime Prevention Security Systems, LLC (CPSS) as a new commercial customer. Headquartered in Gainesville, FL, servicing North and Central Florida, CPSS designs, installs and services security and fire alarm systems, as well as home automation systems, audio and video. Eastern Bank is providing a revolving line of credit



and cash management services. "Crime Prevention Security Systems is thrilled to begin a new banking relationship with Eastern Bank," said John Pastore, Founder and President of Crime Prevention Security Systems, LLC.

SDI announced Sarah Redondo as their new Operations Manager. Redondo has been with SDI for more than ten years serving roles as Tradeshow Logistics Coordinator, Inside Sales Specialist as well as Distribution and National Accounts Manager. Currently, Sarah also supervises SDI's Latin American Sales Team.



AZENA has announced upgrades to its open platform for smart cameras that offer new integration capabilities into existing video surveillance systems.

The new upgrade also contains tools for more efficient device management for systems integrators. The new integration capabilities make it simpler for the integrator to configure and deploy smart cameras using specialized analytics - which produce unique events - into a customer's existing video surveillance system. deployment and management of these solutions for integrators, saving time, labor costs and costly truck rolls."

SNAP ONE announced the new Luma x20 family of surveillance products deliver the latest AI-powered security features and provide customers greater peace of mind while simplifying installation and long-term maintenance through full OvrC integration. All SKUs of the x20



family are estimated to be available by early January 2023 to Partners online and at Snap One Partner Stores. "Camera and AI detection technologies evolve quickly, and Snap One is excited to offer our Partners and their customers a new expanded line

of home and business surveillance tools with the launch of the Luma x20 family," said Forest Liu, Senior Director of Product Management for Surveillance at Snap One.

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AvantGuard Acquires National Alarm Monitoring, Receives the TMA Award

AvantGuard, a Becklar Company, is excited to announce the acquisition of Armstrong's National Alarm Monitoring and their monitoring centers and offices in Dartmouth, Montreal, Edmonton and Moncton, Canada. Founder, Gary Armstrong, commented, "AvantGuard is the perfect match for Armstrong's Monitoring. Both organizations share an intense commitment to service with core values built around genuinely caring for the safety and wellbeing of others." Armstrong will remain as an active Strategic Advisor to the company. Regarding the recent acquisition, President of AvantGuard (AG), Justin Bailey, said, "The Armstrong's brand is the model of commitment and caring to their dealers. Bailey noted that Armstrong's National Monitoring Centers will continue to operate in the same locations under the Armstrong's brand and will retain their existing dedicated employees. The advisor to AvantGuard was Vertex Capital.

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November 30 - December 3

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BSIS seeks industry members and the public to serve on Disciplinary Review Committees

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(must hold a valid BSIS license)

- Alarm company operator
- Collateral recovery
- Private investigator
- Private security services—training instructor (Northern Region)

PUBLIC VACANCIES:

- Alarm company operator
- Private security services (Northern Region)
- Private security services (Southern Region)

WHAT'S A DRC?

Disciplinary Review Committees (DRCs) are comprised of five members, appointed by the governor, with three members actively engaged in business as licensees and two members from the general public who are interested in public safety. DRCs are established to consider appeals regarding the Bureau's denials, suspensions, and revocations of licenses under its purview, as well as the assessment of administrative fines.

WHO CAN APPLY?

Applicants must be interested in public safety, be able to utilize objective critical thinking skills, and attend meetings consistently and punctually. Californians from all backgrounds are encouraged to apply!

WHY SHOULD I SERVE?

Serving in a DRC gives licensees a chance to lead, influence, and enforce their industry standards. For members of the public, getting involved in a DRC is a great way to learn more about consumer protections, serve your community and your state, and build your resume!

WHAT'S THE COMMITMENT?

Members serve a two-year term at the pleasure of the governor. Depending on the needs of the specific committee, meetings are held 2–12 times per year. Pursuant to Business and Professions Code Section 103, appointed members shall be paid a per diem of \$100 and shall be reimbursed for travel expenses.



READY TO LEARN MORE?

For further info about the Bureau's Disciplinary Review Committees, to sit in on a public hearing, or to learn how to apply, visit https://bsis.ca.gov/about_us/disciplinary_review_committees.shtml or email Alyse Hutchinson at Alyse.Hutchison@dca.ca.gov.



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ORANGE COUNTY ALARM ASSOCIATION

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OCAA Officers

President - Elizabeth Courtney, Beacon Security
Vice President - Lisa Beale, American Alarm Systems
Secretary/Treasurer - Tatiana Abramek, NMC

Visit www.OCAOnline.org for more information.

Meeting Dates 2022:

November 9 – Police Department Appreciation Lunch

Visit the EVENTS DIRECTORY page on the CAA's website www.caaonline.org/events to register for free! Registration is required to attend this event. All CAA Members are welcome. Please RSVP no later than **November 11**.

By Elizabeth Courtney, OCAA President

This year the Orange County Alarm Association is focusing its efforts on recognizing our law enforcement partnerships. We are endeavoring to build stronger, real-life relationships with our law enforcement partners. We have much to learn about law enforcement issues and we have much to teach in return.

We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

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



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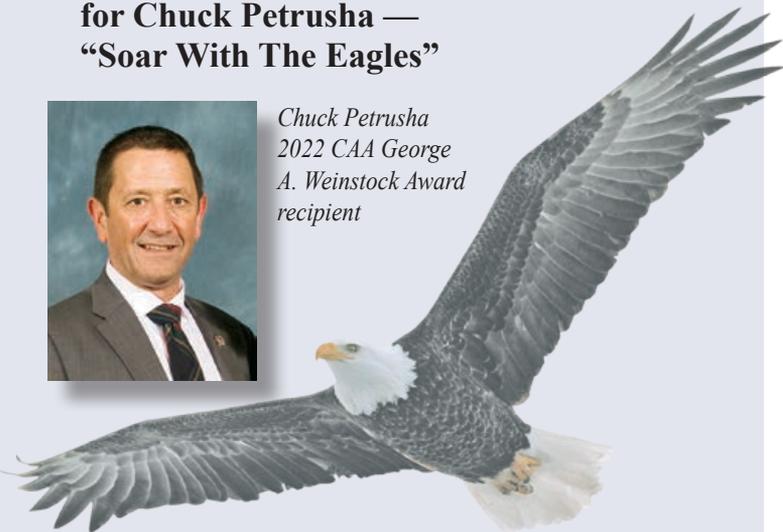
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Please call about available sponsorships. Many levels of sponsorship are available. Sponsors are highlighted in many ways in appreciation for their support of the programs of the CAA. The CAA conventions are fundraisers supporting educational, legal and many other services available to the CAA membership.

Advertising opportunities are available to honor Chuck Petrusha, in tribute to his years of service to the industry.

Product ad space is also available in the program book distributed to all attendees including event schedules and information, and highlighting the supporting sponsors of the programs of the CAA. Deadline is Nov. 15.

Please call to reserve your space.

MID-CAL



www.mcaaonline.org
Mike Tarin, President



Rich Whitlock
rich.whitlock@anixter.com
530/604-5067

The SAAA has put together an interim slate of officers that includes:
Rich Whitlock, Wesco - President
Open - Vice President
Tauni Wallace, Notifier - Treasurer
Raven Brockway, Eclipse Insurance - Secretary
Ken Brust, Resideo - Sgt of Arms
Dawn Smith, TMS - Officer at Large
Leanne Boger, Integrated Fire Systems - Officer at Large

EVENTS

Sacramento Area Alarm Association – Holiday Party
Where: Holiday Inn Sacramento – Capitol Plaza
300 J Street, Sacramento, CA 95814

The Capitol Plaza is located between Old Town and downtown Sacramento.

Valet parking is available as well as garage parking.

When: Thursday December 8th

Cocktails from 6:00pm - 7:00pm

Dinner, Awards and Elections from 7:00 –

Cost: Member tickets are \$35.00 each

Non Member tickets are \$40.00 each

No charge for Public Safety Officers who attend

Parker Maurie Memorial Award

The SAAA has an award that is not given out annually, but when the Board wishes to recognize one of their own. This year we are very pleased to present it to **Tauni Wallace**. It will be presented at the Holiday Party. We are hoping you all can attend and help us honor and thank this Industry Icon. Tauni has served on the SAAA board longer than anyone. If my math is right, I think this is her 16th year. She truly is the glue that holds our Regional Association together and keeps us compliant. She is a big part of why our events are a success.

The inscription on the Parker Maurie Memorial Award reads as follows;

“For Outstanding Efforts”

“You have accepted the challenge to soar above the world and to overcome barriers to success that would have caused others to falter and fail. You have been decisive where others have hesitated. You are recognized as a leader for your efforts. Truly, you are an inspiration...like the Majestic Eagle.”



The Sacramento Area Alarm Association is looking for Officers for 2023.

Have you considered being on the Sacramento Area Alarm Association Board? We could use your fresh perspective and ideas. You have been wanting to give back, so why not get involved? We need good people such as yourself. As with most associations, it is continually difficult to find volunteers, especially Dealers. The President's position is a two year term. All other Officers are a one year term. Please give it some thought. I would love to see you step in for the next term. Most of the involvement is by email. The rest is just on the day of the meetings.

Election will be held at the Holiday Party. As we plan for the coming year, we need a fresh perspective. Do you have the initiative? Please contact Tauni Wallace tauni.wallace@honeywell.com, Dawn Smith dsmith@tmscentral.com, Rich Whitlock rich.whitlock@anixter.com, Raven Brockway rbrockway@eclipseinsurance.com or Kent Brust kbrust@pssandf.com for more information.

Another very successful Fire Forum is in the books. Guest speakers included Kevin Persing from FiPlex, Pamela Piehl from Honeywell CLSS and Ben Godwin from Rath. We learned about BDA, ERCES, Fire Alarm Communications and Elevator Monitoring.

This year's event was held at the Sacramento Regional Fire Museum. This place was fantastic! Tons of Fire Alarm History including a Gamewell Ticker Tape, Fire Engines, Bucket Brigade, Turn Out Gear, Early Breathing Apparatus and friendly Docents ready to talk and demo the exhibits. They are located at 3650 Industrial Blvd in West Sacramento. Really hope you can stop by one weekend and check it out. They are completely ran on donations. We will definitely be back next year.





GOLDEN GATE ALARM ASSOCIATION

Paul Wassem

OpenEye, Business Development Manager, 408-307-7725

Meeting Calendar for 2022:

November 30: In-Person Meeting @ CAA Winter Convention

Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

For further information, contact the CAA at info@caaonline.org or call 800-437-7658.



REDWOOD ALARM ASSOCIATION

www.raaonline.org

Sean Cooke, President

November 30: In-Person Meeting @ CAA Winter Convention

Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

RAA MEETINGS

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



INLAND EMPIRE ALARM ASSOCIATION

www.ieaaonline.org

Richard Jimenez, Vice President

November 3

Join us for our **TREE OF LIFE LUNCHEON** on Thursday, November 3! We will be holding this in partnership with the Riverside PD at the historic Mission Inn, Riverside. Stay for the fun after as we begin our Holiday Crawl at the Presidential Lounge, Mission Inn. Registration proceeds go toward KIDS charity. Gift donations are encouraged. Please visit www.caaonline.org/events or call IEAA Executive Director, Sylvia Jimenez 951-264-5664 for more information and to register.

IEAA is a professional association of alarm companies and leading industry specialists, focusing on bringing together the best resources possible for the mutual benefit of all members and associates. It is our goal to bring knowledgeable people together as a resource to better protect your business and your customers' safety. Please make time to come out and be a part of what I believe is the future of the alarm industry in California. Professional, Beneficial, Informational.

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.

SAN DIEGO
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SAN DIEGO SECURITY ASSOCIATION

www.sdsaonline.org

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

Find your CAA local association news inside THE MIRROR.



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**GREATER VALLEY
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www.gvaaonline.org

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.



**EAST BAY
ALARM ASSOCIATION**

www.ebaaonline.org

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.

November 30: In-Person Meeting @ CAA Winter Convention

Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions



www.svaaonline.org

Deric Morrow, President

AMAG, Ph. 415-602-7173, E-Mail: deric.morrow@amag.com

SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510-921-3987 or 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.

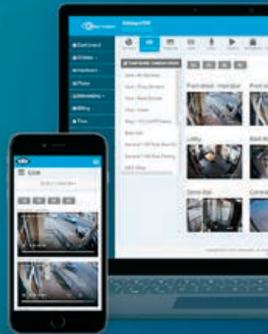
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Contact: SILSANW1@outlook.com for more information on events and membership.

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The Utah Alarm Association invites all concerned professionals and other parties (Police, Fire, government, etc.) to join us for our monthly false alarm meeting, now in its 34th year.

We meet the third Tuesday of each month at Jim's Family Restaurant, 1728 Park Ave, Riverton, Utah 84065 at 8:30AM. We encourage all to come out for free breakfast and discuss false alarm reduction, industry standards, best practices, etc.

The Association is proud of our 2021 false alarm dispatch numbers. Our false alarm rate for residential dispatches is .08, that is one dispatch per system every 12.5 years. Our commercial false dispatch rate is .33, that is one dispatch every 3 years. Combined is .14 or one false dispatch every 7 years.

We look forward to your help as we work towards reducing our false alarm rate.

If you would like to sponsor one of these meeting or have questions about the association, please feel free to contact a member of the board.

NSA NEVADA SECURITY ASSOCIATION



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We had a great meeting in September!

We elected our Board of Directors for the 2023 year! Thanks to all who volunteer to make our organization and our industry better!

The September guest speaker was Las Vegas Metropolitan Police Department Sheriff-elect Kevin McMahill. Great conversations were had about our community and his plans when he takes office in January 2023.

Thanks also to our meeting sponsor AvantGuard Monitoring. Thanks Bret Anderson from the Northwest region for filling in for Tim Cahoon. Should our members want to find out more about AvantGuard Monitoring services they can reach out to Tim at (602) 881-3008 or tcagoon@amonitoring.com.

Membership renewals will be sent out soon. Please watch for them. Not yet a member of NSA? Download a Membership application on our website www.nevadasecurityassociation.org or contact us today admin@nevadasecurityassociation.org

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CIBC provides Valley Alarm with \$9 million financing

CIBC Bank USA announced it provided \$9 million in financing to Valley Alarm, a family-owned commercial and residential security provider, to support future growth opportunities.

Valley Alarm, founded in 1981, turned to CIBC for financing given the bank's long history of specialized expertise in the security and life safety industry.

In fact, it was CIBC's deep expertise that attracted Valley Alarm co-president Ed Michel to the bank. "Once we made the decision to move our banking relationship to CIBC, I was impressed at the speed and professionalism of the entire process. We closed the loan in less than 60 days!"

Jennifer Holloway, CIBC security market lead said, "As a bank, we know the complexities of the security industry and tailor financial solutions around those unique needs. We are pleased to provide financing to Valley Alarm to support their growth goals in Southern California."

"We're delighted to partner with a bank that understands our business so well," said Dave Michel, Valley Alarm co-president. "With the CIBC financing, we are well positioned to move quickly when the right acquisitions are identified."

To learn more about CIBC's Security Industry Banking capabilities, please contact Jennifer Holloway at 312-564-3827, jennifer.holloway@cibc.com or visit our website at cibc.com/US.

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OBFAA Membership

Please contact us if you would like to be a member of the OBFAA. Being part of the OBFAA has many benefits such as the latest news dealing with the alarm industry in the Pacific Northwest: OBFAA represents You and Your opinion to consumers, lawmakers and the public at large. The bigger the organization, the louder its voice.

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ARIZONA ALARM ASSOCIATION



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susan@azalarms.org

AzAA will hold its **ANNUAL CONVENTION OCTOBER 19 - 20, 2022** at the Doubletree by Hilton in Mesa. For more info, go to www.AZAlarmAssociation.com. If you have any questions, please feel free to contact us at info@azalarms.org or call 480-831-1318. We hope to see you in October! For more info, go to www.azalarmassociation.org or e-mail info@azalarms.org or call 480-831-1318.

Please contact susan@azalarms.org if you would like to become involved.

COLORADO BURGLAR & FIRE ALARM ASSOCIATION, INC.



Colorado Burglar & Fire Alarm Association

421 S. Pierce Ave.
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Thank you to everyone who supported the CBFAA Alarm Industry Get Together at TopGolf in October! The weather was picture perfect and everyone had a great time meeting and greeting each other over drinks, food, playing golf and vying for some super raffle prizes!

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Join your industry colleagues and become a member of CBFAA today. Membership applications are online at www.cbfaa.org or contact us at cbfaa@cbfaa.org.

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WBFAA BOARD OF DIRECTORS

The officers and board of the WBFAA are made up of the following industry people:

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Ron Lander, Ultrasafe Security Specialists

SECRETARY/TREASURER
Shane Clary, Bay Alarm Company

IMMEDIATE PAST PRESIDENT
George Gunning, USA Alarm Systems

DIRECTOR
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Mathew Westphal, Bay Alarm Company

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Beverly Cramer, Instructor of Record

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DIRECTOR
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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

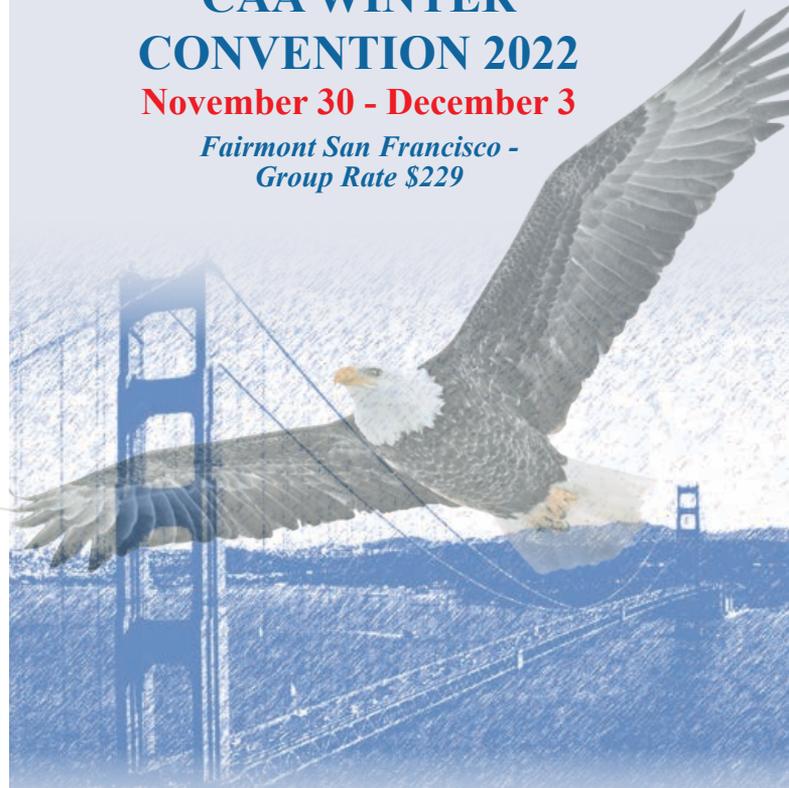
Assented member companies register all fire alarm technicians in the program and pay a monthly fee of \$25 per technician. The apprentice program and course, prep material for certification and continuing education courses are provided at no additional fee. In addition, member companies who contribute 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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**CAA WINTER
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CALENDARS 2022 - 2026

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OCTOBER

19-20 AzAA 2022 Convention Mesa, AZ

November/December

Nov. 30-Dec. 3..... CAA Winter Convention /Fairmont..... San Francisco, CA

CAA CONVENTIONS - 2022 - 2026

CAA WINTER CONVENTION / Fairmont San Francisco

- November 30 – December 3, 2022
- December 6 – December 9, 2023
- December 4 – December 7, 2024
- December 3 – December 6, 2025
- December 2 – December 5, 2026

CAA PALM SPRINGS CONVENTION /Hilton Palm Springs

- May 17 – May 20, 2023
- May 15 – May 18, 2024
- May 14 – May 17, 2025

INDUSTRY EVENTS 2022-2023

November 16-17, 2022

ISC East, New York, NY

2023 - November 4-8, 2023

TMA Annual Meeting, Kapalua, Maui, Hawaii



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**ATTENTION -
ALARM COMPANY
QUALIFIED
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The State of California Bureau of Security & Investigative Services is recruiting Alarm Company Operator (ACO) Qualified Managers (QMs) to participate as Subject

Matter Experts (SMEs) in Exam Development Workshops for the purposes of writing, reviewing and revising items for a new version of the Alarm Company Qualified Manager Exam. Workshops are two days long and may be held remotely or in-person, and SMEs will receive \$200 per day for their participation. For in-person workshops, the Bureau will book lodging as well as airfare to and from the workshops. Meals and mileage will be reimbursed in accordance with State travel guidelines. ACO QMs who are interested must enter into a three-year contract with the State of California and must be holders of an ACO QM Certificate in current and clear status and be active in a current ACO licensee's business. If you are interested in participating, fill out the Qualified Manager Subject Matter Expert Registration Form found here: <https://www.bsis.ca.gov/webapps/workshops.php>. Thank you for your interest!



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- OSDP Boot Camp
November 15th (ISC East)
8:30 AM – 4:30 PM
- SICCR Review Course
November 15th (ISC East)
8:30 AM – 4:30 PM
- Basics of Security Project Management
December 5th – 8th
3:30 PM – 5:30 PM

BSIS Address and Telephone Numbers

Bureau of Security and Investigative Services
2420 Del Paso Road, Suite 270, Sacramento, California 95834.
The following are a list of important Bureau numbers to update your records:

Main Number: 916/322-4000
Toll Free Number: 800/952-5210
Licensing Fax Number: 916/575-7290
Enforcement Fax Number: 916/575-7289
Email: bsis@dca.ca.gov
Web Homepage: www.dca.ca.gov/bsis

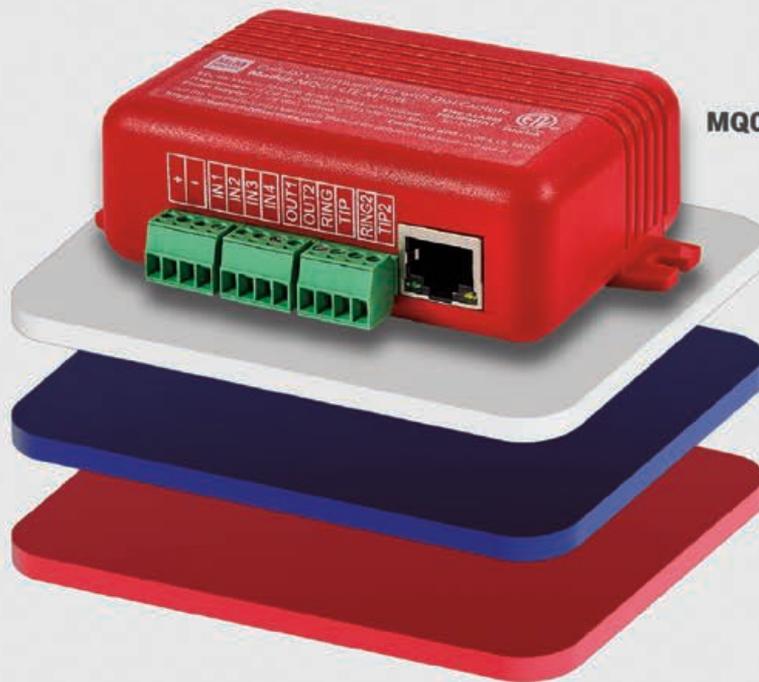


CONTACT THE CAA
California Alarm Association
333 Washington Blvd., Suite 433, Marina del Rey, CA 90292
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