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CASIA Celebrates Successful Holiday Party

Back to having a crowd for CASIA's holiday party - yes! It was a great night to catch up, share cheer and celebrate the joy of the season. As tradition dictates, toys were collected for the Boys & Girls Village of Milford. Mike Mauriello, ADI, was the inspiration for this gift-giving and delivers the toys in time for Christmas. Albeit, not in a sleigh! A grab bag exchange - another tradition - was held among guests as it's always fun to leave a party with a present. Hope the Holidays were perfect for everyone, and 2023 brings you good health and prosperity and peace for the world.

CASIA holiday party, more photos on page 3



NJELSA Raises Nearly \$3,000 in Donations for Toys for Tots

For the third consecutive year, The New Jersey Electronic Life Safety Association (NJELSA) and its members collected monetary contributions and new, unused toys in support of the Marine Toys for Tots Foundation. Thanks to NJELSA Board Member Gregory Overholt's leadership, the NJELSA raised nearly \$3,000 for Toys For Tots, equating to hundreds of gifts for New Jersey children in need. Greg is a real-life "Santa Claus," collecting the funds and going from store to store to handpick presents for kids of all ages. This year, gifts ranged from lego sets to RC vehicles. Ultimately, without the support of all members and a special thanks to our most prominent contributor, B Safe Inc., the NJELSA would not have been able to offer a happy holiday season to children throughout the state.

B Safe Security of Mantua Township, NJ delivered a truck load of gifts for NJELSA TFT Drive.

More photos from the NJELSA Toy Drive on page 3





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CASIA HOLIDAY PARTY 2022

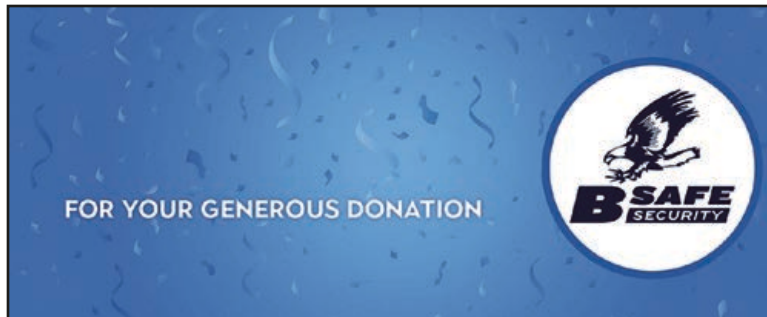


CASIA Holiday Party Toy Donations - Toys Donated at CASIA Holiday Party were delivered to The Boys & Girls Village of Milford.



CASIA President Dana Klesh Addresses Holiday Party Attendees

NJELSA TOYS FOR TOTS DRIVE



Complete Security Systems of Marlboro, NJ collected gift donations for NJELSA Toys for Tots Drive

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Connecticut Alarm & Systems Integrators Association

Connecticut Alarm & Systems Integrators Association, Inc.
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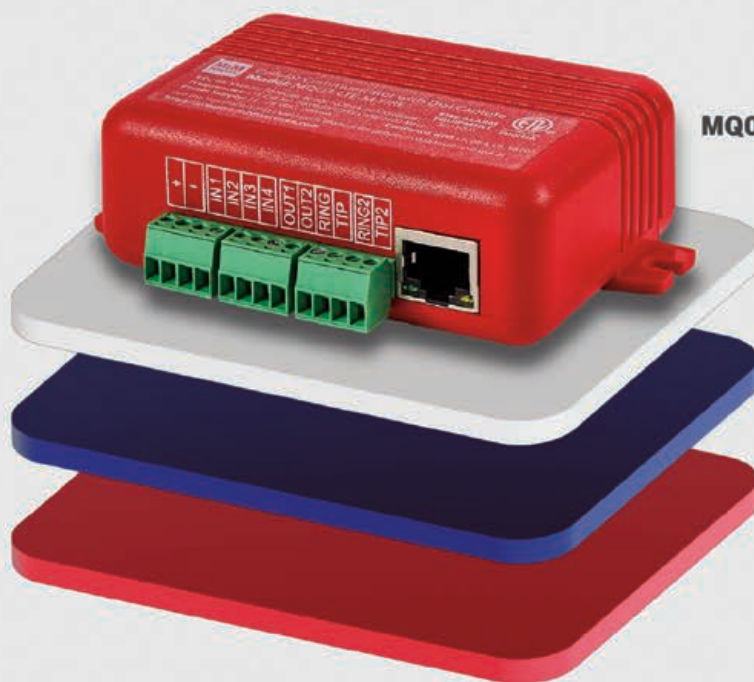
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As to meetings, we are going back to a monthly event upstairs at Eli's on Whitney, Hamden, except for the noted exceptions.

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The calendar dates are below. We hope

this new direction will excite our valued associate members in that you will be able to have on-on-one time with multiple CT's dealers on a monthly basis. As a salesperson we trust this opportunity will be a win/win for everyone.

CASIA'S meetings are held on the 3rd Thursday of the month (unless otherwise noted) at Eli's on Whitney, Hamden, CT

Social hour: 6:15 p.m.; dinner meeting to follow. Meeting topics will be announced prior to events

- See Calendar page 26 for complete 2023 CASIA meeting schedule

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By Tony Smith

Why Would California Suddenly Discourage Rooftop Solar Investment?

Politics in California is being manipulated to propel the current Governor, Gavin Newsome, to Washington D.C. where he would like to become the next President. There is nothing wrong with that; it is the American way. What is wrong is that he is preparing to gut the incentives for the installation of rooftop solar as part of an upcoming deal with the State's major public utilities, beginning in April of 2023. Meanwhile in Washington, the current President, also a Democrat, raised to 30%, the federal incentive for installation of Solar.

The California Public Utilities Commission (CPUC) is a state regulatory commission that is controlled by the Governor, and regulates Pacific Gas, and Electric, Southern California Edison, and San Diego Gas and Electric. Point of information: These new rules do not affect municipal utilities, such as the Los Angeles Department of Water and Power. These new rules will significantly lower the KWH pricing that these utilities pay to rooftop solar customers who sell their surplus energy to the public utilities. The CPUC vote was 5-0 in the affirmative and 4 of the 5 members were appointed by Governor Newsome. The public utilities have bitterly complained that rooftop solar homeowners who sell excess power to the utilities, are being subsidized by lower income homeowners who cannot afford rooftop solar.

It is difficult to realize how disingenuous the Public Utilities are until you understand how they make money. First, their cost for the power they create, or purchase is reimbursed by the customer; they do not make a profit on it. Their profit comes from the Grid. They build it, and they maintain it, and they make a profit from this investment. In effect rooftop solar eliminates much of a need for a grid if there is a battery backup.

If we use the grid for those non-sunlight hours, then they want to charge us for use of the grid. Currently the rules are that when a rooftop solar installation (with a battery) wants to cut their connection to the grid, they are prohibited by the CPUC. From a practical standpoint, if we wanted to eliminate the grid today, we couldn't do it because we don't have enough rooftop solar to replace it, and it will be quite some time before we do.

California has a stated goal of becoming a 100% renewable state by 2045. This may or may not be a realizable goal. The key to creating a serious drop in utility costs is to sharply reduce our commitment to build and maintain the grid. Many states, particularly Texas and California, have single state grid systems which are regulated by state commissions. The cyber, weather and fire risks to grids in both states are major. Fire in California and freezing storms in Texas exemplify that. Rooftop solar and mini grids are the key to keeping these threats under control. If we are attacked by a cyber event in California, the last thing we want is to make it easy for the perpetrators. If everything is connected through a common grid, as it is now, we will pay the price.

If we lower the barriers for the installation of rooftop solar (with batteries) by providing incentives to everyone, especially lower income areas, that would also be an accelerant for the adoption of electric vehicles and other electric appliances. Technology is developing rapidly, especially in batteries and solar cells, resulting in lower prices today and even lower pricing tomorrow. This could dramatically shorten the time frame to retire most of the grid.

The wave of the future may be the mini grid, in some form, which will tie together neighborhoods, commercial centers, and small communities as self-standing suppliers of their own power, including battery storage, from rooftop solar and adjacent solar power sources. Whenever we face a major problem, we would be able to isolate it to one or two mini grids to control the problem. What happened in California with the wildfires would be unlikely to occur again. The loss of power to an entire state like Texas would be in the past. The more miles of

interdependent interconnected grid that we have, the more susceptible we are to catastrophic losses.

Once we understand the importance of rooftop solar and the opportunity it presents to the security industry, we will be able to accelerate the adoption of rooftop solar and help create a national solution to this crisis. Is now the time to build YOUR equity acquisition rate and create long term customer relationships?

Tony Smith is a Past President of the California Alarm Association, and former member of the Board of ESA. He is the Founder-President and CEO of Security Funding Associates, a leading industry financial services firm, focused on non-recourse financing for small – medium sized alarm companies. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2299

Whenever we face a major problem, we would be able to isolate it to one or two mini grids to control the problem. What happened in California with the wildfires would be unlikely to occur again. The loss of power to an entire state like Texas would be in the past.



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A New Year and A New Legislature, 2023 Session Commences in Hartford

It is a new year and a new legislative session in Connecticut. The 2023 state legislative session officially commenced on Wednesday January 4th with all 187 state legislators, including 35 new lawmakers, being sworn into office, and Governor Lamont officially being inaugurated into his second term. and adjourns at midnight on June 7th.

Since 2023 is a "long" legislative session (January to June), legislators are permitted to introduce individual proposed bills on any topic, as opposed to being limited to bills relating solely to fiscal matters, as is the case in "short" session years. While the 2022 session saw approximately 1,000 pieces of legislation introduced, it is likely there will be well over 3,000 bills introduced in the 2023 session year.

In preparation for the session, as well as the influx of new lawmakers, legislative leadership was busy appointing new committee chairs in many instances. Some key legislative committees and personnel specific to some of CASIA's issues of interest inside the legislature include the following:

The General Law Committee, which oversees all matters relating to the Department of Consumer Protection, including home improvement and occupational licensing issues, among others, will once again be led by co-chairmen Rep. Mike D'Agostino (D-Hamden) and Sen. James Maroney (D-Milford). Also returning will be house ranking member Rep. Dave Rutigliano (R-Trumbull). There will also be a new senate ranking member to replace Sen. Kevin Witkos (R-Canton), who did not run for reelection.

The Labor & Public Employees Committee, which oversees all matters relating to the Department of Labor, including the unemployment compensation, workers' compensation, wages and industrial safety, among other issues, will once again be led by senate co-chair Sen. Julie Kushner (D-Danbury). She will be joined by her new house co-chair Rep. Quentin "Q" Williams

(D-Middletown), who moves to lead the Labor Committee after previously serving as co-chair of the Housing Committee. Rep. Tim Ackert (R-Coventry), who is an electrical contractor outside the legislature, will be the new house ranking member.

The legislature's powerful Finance, Revenue & Bonding Committee, which oversees all matters related to state finances, revenue, capital bonding, fees and taxation, will have some new leadership as well. Sen. John Fonfara (D-Hartford) returns as co-chair but will be joined by new house co-chair Rep. Maria Horn (D-Salisbury). Horn previously served as co-chair of the Public Safety Committee. Ranking members will once again include Rep. Holly Cheeseman (R-East Lyme).

The Public Safety & Security Committee, which oversees all matters related to the state police, emergency preparedness, homeland security, fire marshals, fire safety and the state building code, among other issues, will see a new house co-chair with the appointment of Rep. Pat Boyd (D-Pomfret), who will join new senate co-chair Sen. Herron Gaston (D-Bridgeport). The new co-chairs will be joined by returning house ranking member Rep. Greg Howard (R-Stonington).

Finally, the Energy & Technology Committee, which oversees all matters related to the Department of Energy and Environmental Protection, energy planning and activities, as well as cable and telecommunications infrastructure, among other issues, will also be having some new leadership with house co-chair Rep. Jonathan Steinberg (D-Westport) being appointed to server alongside returning senate co-chair Sen. Norm Needleman (D-Essex). Rep. Bill Buckbee (R-New Milford) will be the new house ranking member.

The 2023 State Legislative Session Is Now Underway! It's Time To Speak Up And Educate Your State Lawmakers - Tell Them What Matters To You And The Electronic Security Industry For The Upcoming Year!

Last year's elections are over and the new state legislators have taken office in Hartford. So with the 2023 legislative session underway, now is a great time to find out who the new lawmakers are, introduce yourself and tell them about your business and CASIA!

Have a question? Want to express your opinion? Just want to know who now represents you in Hartford? Go to the website below and enter your address to look up your state legislators; with a few quick clicks you can visit their official webpage, email them, or get their office phone number to make a call. Remember – as a CASIA member, your voice matters!

<https://www.cga.ct.gov/asp/menu/cgafindleg.asp>

As always, if you have questions on legislation or regulations or if you would like more information on an issue, please feel free to contact CASIA Lobbyist Andy Markowski at: (860) 707-3620 or aem@state-houseassociates.com.



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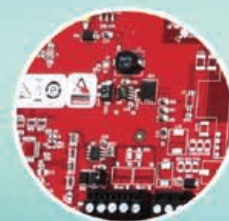
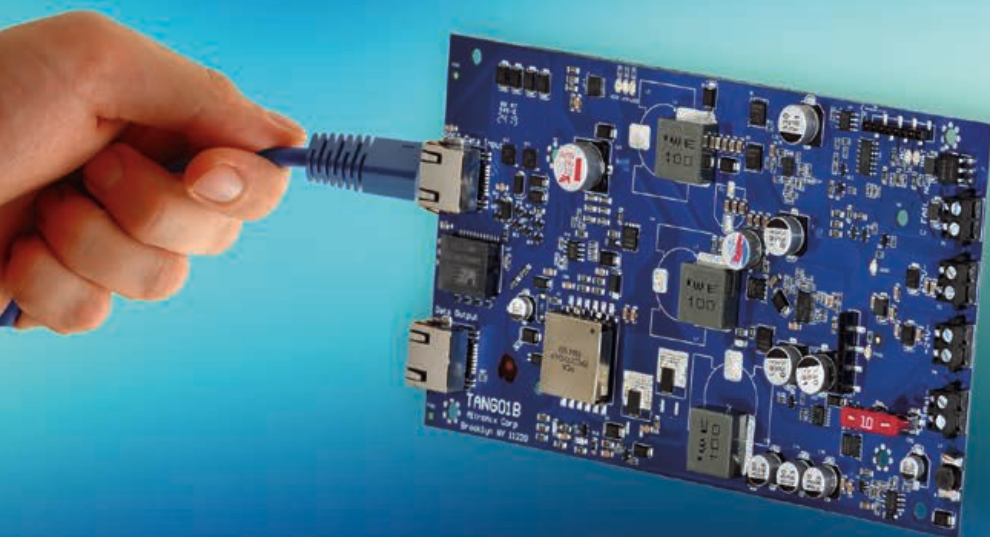
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NAPCO SECURITY TECHNOLOGIES, is pleased to offer expanded free trainings to dealers, locksmiths and integrators on both its easier-to-install, faster-to-deploy, cellular- or cloud-based access control system solutions. Its new AirAccess systems, powered by StarLink Cellular; and, E-Access software-free systems, are a great alternative to complex enterprise systems and far simple to scale for SMBs. These intro classes, cover both systems,

and are designed to help security dealers get in on the profitable, in-demand, mass Access Control business, using technologies that save time and complexity, by avoiding conventional networking &/or IT-Dept interactions and delays. Also new from Napco is E-Access, a Software-Free embedded access system that frees dealers from costs, time, and trouble spent loading access control software onsite and doing perpetual updates to it and associated drivers or hardware down the road. Both systems, sold at Napco distributors, are super-scalable from a few doors and users to hundreds, and they offer easy smart mobile Apps with free built-in credentials and command-control and lock-down security for authorized users.

NAPCO SECURITY TECHNOLOGIES is pleased to announce that it has recently become a PASS Partner (Partner Alliance for Safer Schools) as part of its commitment to help provide more school and campus solutions, in the face of the escalating violence and tragedies nationwide. PASS K-12 is a well-respected program that offers comprehensive information and objective guidelines for securing school facilities, created by a multidisciplinary team spanning security, education, infrastructure, and corporate sectors. PASS presents the comprehensive tools and insights needed for public safety and security professionals; school administrators and school boards, to work in concert to implement a tiered school security protection approach, from inside to the outer perimeter. "NAPCO's joining the Partner Alliance for Safer Schools was a natural for us – Knowledge is power, and it's especially critical when it comes to school security, from my perspective both as NAPCO's SVP of Sales, as well as the father of school-age children," said Stephen Spinelli. As part of our PASS K-12 partnership, we will now be developing new school security training courses, and incorporating the PASS K-12 Program, taught by certified NAPCO trainers, for security providers and campus security professionals.

DITEK, the leading provider of surge protection solutions, is proud to announce the launch of their digital training platform, DITEK University,



in partnership with SecurityCEU.com and the CMOOR Group. DITEK University offers online, interactive training courses covering a variety of surge protection topics ranging from basic principles to best practice techniques for specific applications. "DITEK has long been the industry leader in surge protection training," said Mike Molinari, Director of Sales at DITEK. "We have provided in-person instruction to tens of thousands of technicians, salespeople and project managers across

many venues including auditoriums and one-on-one training sessions. We are so excited to now bring this experience and education to a broader audience when and where they need it." Future courses will be developed by DITEK in conjunction with SecurityCEU.com and the CMOOR Group. Attendees are encouraged to revisit DITEK University for more training opportunities, as well as approvals for continuing education accreditation for available eLearning courses.

BECKLAR, AVANTGUARD and **FREEUS** have earned for a fourth consecutive year the Salt Lake Tribune Top Workplaces Award in the Midsize Company category for the state of Utah. Regarding the award, Clint Halverson, CPO for Becklar — parent company to AvantGuard and Freeus — said, "We are excited once again to be recognized as one of the top places to work in Utah. Our outperformance as a business is largely attributable to our amazing team and our powerful culture that puts caring for each other, our dealers and their subscribers at the center of all that we do. Our senior management team has decades of experience and is well-versed in innovating to drive growth and supporting that growth with a culture that allows each team member to bring their best self to work each day. Our people are at the core of our amazing culture. We hire and train only the best to ensure our culture thrives."

MACURCO GAS DETECTION announced its new Carbon Monoxide Monitor (CM-E1 RH) Round Housing Unit. The new CM-E1 RH will



meet all the expectations of the CM-E1, but now with a new visual appeal. The CM-E1 RH is UL 2075 Listed for use in residential and commercial applications

and is also approved by the California State Fire Marshal. The CM-E1 RH will have low replacement costs with long-life sensors. This ensures that our products will require low maintenance, with no calibration needed. This will allow our customers to focus on their daily lives while our products focus on protecting them and their property. The Round Housing option will have two form options to choose from, flush or surface mount, and they are made in the United States.

HAKIMO, announced that its AI solution has completed operational test and evaluation by National Safe Skies Alliance, Inc. (Safe Skies)



at San Diego International Airport. Safe Skies, an independent third-party non-profit organization funded by the Federal Aviation Administration, conducts thorough testing of security systems'

detection capabilities, reliability, and maintainability under active airport operational and environmental conditions. Safe Skies performs its evaluations under an ISO 9001:2015-approved Quality Management System.

MAGOS SYSTEMS introduces Blue Force GPS and speed and direction-based filtering to the Magos perimeter detection solution. These enhancements provide facilities with increased situational awareness of their site while reducing nuisance alarms that add to the operator's information overload and distract them from responding to actual events. "Radar technology is providing growing value to security operations. It can provide intelligence about an incoming threat – friendly, human, vehicle or wildlife – as well as operational data such as speed and direction," said Amit Isseroff, vice president, R&D, Magos Systems. "The Magos solution provides this additional awareness and reduces nuisance alarms by intelligently filtering incoming alerts, all in a more cost-effective way than video analytics or other solutions."

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NTC announces a new training program: New Employee Basic Training.

With unprecedented, industry-wide struggles to find qualified employees,

NTC offers a way to hire competent workers and train them to be qualified employees. Offered once a month beginning in January, students that are new to the industry – or individuals that want to diversify their skills – will receive over 40 hours of foundational training in Fire Alarm Systems, Intrusion Systems, Video Security Systems, and Access Control Systems. The program uses a combination of live, instructor-led, virtual training as well as additional online training that is assigned and monitored by the same instructor. The program also includes access to Core Competency Certification (C3) exams in each of the four systems so that students will be C3 Level 1 Certified upon completion of the program.

Students that completed the program in late 2022 have expressed feeling prepared to take on the day

to day responsibilities of their jobs and managers are impressed with their knowledge. Students can be registered for the next upcoming NTC New Employee Basic Training at any point. Companies also have the opportunity to save by purchasing pre-registration bundles and sending students as they are hired.



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Borgmann Named As One of Florida's Most Influential Business Leaders

Holly Borgmann, ADT's Vice President of Government Affairs and CAA Government Affairs Committee member, has been named to Florida Trend magazine's Florida 500 list for 2023. The honor recognizes Florida's most influential business leaders.

"I'm really flattered," said Borgmann, who joined ADT in 2013. She started her career as a legislative aide in the Ohio House of Representatives. At ADT, she is responsible for federal, state and local legislative and regulatory advocacy. "It's a tremendous complement to be included on this list."



ADT has been headquartered in Florida since 2012. Florida is the fourth largest state economy in the United States and counts the third largest workforce. If Florida were an independent country, it would have the fifteenth largest economy in the world.

Borgmann serves on several boards and is currently the Vice Chair of Enterprise Florida, the primary economic development, international trade, research and marketing group promoting the state.

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CASIA Meeting

INDUSTRY EVENTS 2023

March 28, 2023

ISC Loves Security @ Rockhouse (Venetian)

March 29, 2023 – April 1, 2023

ISC West

March 29, 2023

CAA Leadership Breakfast @ ISC West

September 27-29, 2023

Annual TNSI Convention, Franklin, TN

November 4-8, 2023,

TMA Annual Meeting, Kapalua, Maui, Hawaii

November 15-16, 2023

ISC East, New York, NY

CAA WINTER CONVENTIONS - 2023-2026

Western States Security Conference -

Fairmont San Francisco

December 6 - December 9, 2023

December 4 - December 7, 2024

December 3 - December 6, 2025

December 2 - December 5, 2026

CAA PALM SPRINGS CONVENTIONS - 2023- 2025

Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

May 14 – May 17, 2025

TRAINING

CASIA Training Class Registration forms available online at www.casiact.org. Please contact Pat Shea Remes at premes@casiact.org for information.



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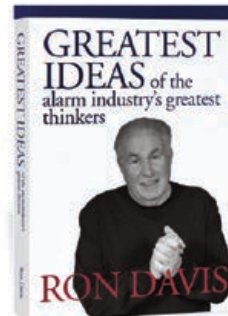
CASIA MEETING SCHEDULE 2023

- January 19
 - February 16
 - March 16
 - April 20
 - May 18
 - June 15 – Lobsterbake BBQ (location TBD)
 - July 20 – GOLF Classic at Lyman Orchards
 - August – no meeting
 - September 21
 - October 19
 - November 15-16 – ISC - East @ Javits Center, NYC
 - December 14 – Holiday Party
- See meeting details on page 10 - times, locations, vendor display opportunities, speakers, etc.*

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