

THE SOUTHEASTERN SENTRY

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Events are also highlighted throughout The Sentry

INDUSTRY NEWS

Recently, the Security Industry Alarm Coalition (SIAC) coordinated a joint meeting of the North and South Carolina Police Chiefs Alarm Management Committees. The meeting was held at the Charlotte Motor Speedway's Speedway Club in Concord, North Carolina. Members of each committee were present, and each state conducted their respective individual meetings during the joint session. Highlights of the meetings included South Carolina's continuing pursuit of statewide 2-call legisla-



tion, which was tabled due to continued objection by some lawmakers. Future strategies will be discussed at the March committee meeting at the Rock Hill PD.



SOUTH CAROLINA
ELECTRONIC SECURITY & TECHNOLOGY ASSOCIATION

highlighted its renewing of the scholarship program for children of law enforcement officers, as well as its preparation to return to in-person meetings and conferences.

SIAC was invited to make a presentation on Alarm Management at future North Carolina Chiefs' "New Chief" orientations sessions. Both committees' agendas included a review of the Model Alarm Ordinance and

South Carolina Electronic Security and Technology Association (SCESA) has renewed its annual scholarship program for children of law enforcement officers and discussed plans for expanding the program in the future.

North Carolina Electronic Security Association (NC-ESA) also



Industry News from SIAC, continued on page 8



Chiefs from various agencies in North and South Carolina gather for discussion in a SIAC coordinated event at Charlotte Motor Speedway in Concord, NC.

Employee Retention Credits – A Clarification



By Mitch Reitman

One of the many COVID Relief measures hastily issued by Congress was the Employee Retention Credit (ERC).

For many companies that were hard hit by COVID, the ERC was easy to apply for, the checks have taken a while to come but, we have quite a few clients that have received them.

We had quite a few clients that qualified for the ERC in

2021, but many either did not or fell into gray areas. In the past few months, hundreds of "credit mills" have sprung up that telemarket to business owners offering to get the credit, for the "small fee of 20%." This can amount to \$40,000 for a \$200,000 credit, something that a legitimate accounting firm can do for \$3,000 or less. To make things worse, these aren't established companies, they are mostly fly by night companies that prey on unsuspecting business owners with the promise of a quick buck, and assurances that the ERC is really a grant or that the IRS is too busy to audit you. This couldn't be farther from the truth. The IRS is estimating that the amount of ERC fraud could reach a trillion more than the Gross National Product of most countries.

Credits, continued on page 3

TNSI Security and Fire Certification Courses

TNSI is excited to be offering its own TN Security Certification Course and TN Fire Certification Course in 2023. Both courses ARE APPROVED by the TN Alarm Systems Contractors Office for initial application for a Tennessee Qualified Agent license in Burg and Fire.



The TN Security Course meets the new employee training requirement set forth in Tennessee Code 62-32-312(g). These TN courses are also available to take online through our training provider Innovative Resources. You can register for our online courses on our website at www.theTNSII.org

TNSI Courses, continued on page 20

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Credits, continued from page 1

President Biden authorized the IRS to hire 85,000 new auditors and we get a feeling that those people might look into this.

The ERC is easy to qualify for if you understand all of the rules. Of course, if you are spending your time running a business, you may be too busy to read the Act, its modifications, and the Notices from the IRS that clarify their position. That is your accountants' job, but, unfortunately, they may not be aware of some of the clarifications issued by Congress and the IRS, and anyway, who can blame them. According to the IRS press release accompanying Notice 2021-23, the changes to the ERC for the first two quarters of 2021, include:

- the increase in the maximum credit amount,
- the expansion of the category of employers that may be eligible to claim the credit,
- modifications to the gross receipts test,
- revisions to the definition of qualified wages, and
- new restrictions on the ability of eligible employers to request an advance payment of the credit.

The IRS defines nominal as ten percent or greater. Further, the IRS rule looks at either hours of service or gross receipts. As with a full closure, only wages paid during the partial closure count.

A government order that fully or partially suspends, not your company, but a supplier you rely on can qualify you for employee retention credits, too. We have a client who wasn't able to get 5G radios in a timely manner. When they did get them there was no time to negotiate with customers to get any payment. We believe that they may qualify due to the lost revenue due to having to replace 3G radios and the supply chain issues and we are getting a Technical Ruling from the IRS.

If a government order closed down a company's physical office location, and employees can successfully telework, that doesn't count as a full or partial suspension, but, if employees can't telework (think installers and service techs), the closing of the physical office location counts as a partial suspension. If you did transition to remote work, and the transition took two-weeks or longer of transition time, the IRS says that creates a partial suspension.

If a government order closed a customer, or group of customers, and this caused a nominal reduction in revenue, it may qualify you. We have a client that had a major fire alarm client, with 17 locations, close for ten weeks. This caused their fire service and inspection revenue to drop by fifteen percent in that quarter. They didn't have the requisite drop in total revenue, but they most probably qualify for the ERC. We are requesting a Technical Ruling from the IRS.

Technical Rulings are significant because, if the IRS rules in your favor, you are entitled to take the credit. It is in essence a get out of jail free card. The IRS issues Technical Rulings because they have no issue with you taking a credit that you are entitled to, as long as you truly are entitled to it.

So you see, all is not lost. Business owners have been through some tough times. Many of us have taken extreme measures to retain employees. We are most certainly going to endure a recession in the next few months, and don't count on the Government to help you.

Talk to your tax professional and see if you might qualify for the ERC. You want to make a well-informed decision and that means taking a credit the your truly entitled to. It also means not having all 85,000 of President Biden's auditors show up at your door with pencils and calculators in hand. If you have any questions, email me at MReitman@Reitman.US. We are glad to help.

For more than 25 years, Reitman has been actively involved in local, state and national security trade associations and has held leadership roles on boards with ESA and AIREF. An active member of several local and national associations, he serves on the board of Texas Burglar and Fire Alarm Association, Alarm Industry Research and Education Foundation, and several others. He has also worked with TBFAA and local associations to set up and administer a scholarship program for children of public safety officers. He was honored as TBFAA's 2019 Person of the Year.



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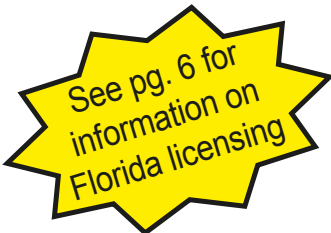
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For full list of scheduled events, please visit www.ncslva.org.

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ensuring the ordinance was on both the police chiefs association's and the alarm association's websites along with the law enforcement video on Alarm Management. Future Alarm Management Seminars were discussed along with identifying agencies needing assistance in reducing alarm calls. During the meeting SIAC provided a review of the highlights of SIAC's Study, Assessing the Effectiveness of the Model Alarm Ordinance: A Case Study of Four Cities. Alarm Industry representatives from CPI Security, Priority One Security and Security Central presented information on the new AVS-01 standard, followed by a spirited discussion on ASAP to PSAP.

Lunch was sponsored by CPI Security and Priority One Security and continued with discussions among attendees highlighting the value of the return of in-person meetings.

The positive energies and work of the committees continues to show the success of the Alarm Management Committee Concept of bringing law enforcement and the alarm industry together.

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Mitch Reitman has much more than a pencil now, he still has the desire and ability to serve the industry.

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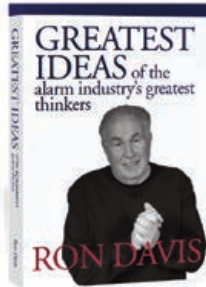
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products (PL, PDL, and DL-Series) were fully tested and certified by Lenel's Quality Assurance Department for use with OnGuard. With this update, integrators and VARs have a choice of security management platforms, seamlessly integrated with the Company's award-winning locks, now including Lenel, Continental Enterprise, and new AirAccess Cellular Hosted ACaaS systems, the latter two, from sister divisions of Alarm Lock's parent company, NAPCO Security Technologies.

NATIONAL TRAINING CENTER (NTC) has long offered private, on-site training at their customers' locations. In this climate where companies are having a hard time finding employees, however, NTC has expanded its private class options and availability to help alleviate some of the stress of training new employees or continuing to better existing employees. With available dates in every month of the year and an ever-growing list of available course options, more companies are turning to NTC for on-site training. The expanded catalog includes favorites like NICET Fire Alarm and Water-Based Systems exam prep as well as new courses like Hands-On Inspection & Testing of Fire Alarm Systems, featuring functioning fire alarm panels and peripherals. The total list of available classes currently

exceeds thirteen, and custom courses are regularly being created at the customer's request. "Our aim is always to make the life safety field stronger and better. Saving lives starts with proper training, and we take that task seriously," says NTC owner, Charles Aulner, "Opening up more availability for private training is just one way we are working toward that goal."

DYNAMARK MONITORING, INC. is the latest to join TMA's growing list of ASAP-to-PSAP connected monitoring centers – bringing the total number to 29. "Dynamark Monitoring, Inc. is thrilled to go live with TMA's ASAP-to-PSAP service. The journey, while long, has proven well worth the effort. All our processing times have been reduced, which allows our team to provide quicker and more accurate emergency response to our customers. We look forward to adding more locations with our goal to be online with every city across the nation where ASAP-to-PSAP is available. Many thanks to the TMA staff, Bill Hobgood, and our own Donia Cook for their hard work," said J. Keith Godsey, COO, Dynamark Monitoring, Inc. Based in Hagerstown, MD, Dynamark Monitoring, Inc. is a UL, FM, TMA Five Diamond Monitoring Center serving over 1,000 dealers throughout the U.S. Its technologically advanced platform, which includes its award-winning Instant Connect Response Platform, enables the company to exceed established industry standards in alarm delivery speed and reliability when seconds count.

ALTRONIX has partnered with TDSi, a leading supplier of integrated access control solutions to offer new streamlined access and power integration solutions that are UL294 listed for access control systems. The Altronix Trove1 series supports TDSi's GARDiS access controller modules which are DIN Rail



mountable while easily combining Altronix power distribution. Pre-configured kits are also available with Altronix power distribution and din-rail to further simplify installation for an 8-door system. "Having both the power and access devices in one enclosure, Altronix and TDSi make the design and deployment of these access solutions quick and compliant to meet UL standards," said Stephen Oliva, OEM Partner Development at Altronix. "The addition of TDSi as an Altronix partner provides systems integrators with yet another great option they can offer to their customers." These integrated solutions provide the added flexibility and convenience when designing a complete UL Listed access system with myriad power options to meet virtually any application.

SDI'S announces their new Solo Battery Upgrade Program, improving on-site efficiency by upgrading to the Solo 770 Battery Baton and Solo 727 Charger with. Existing SDI customers can receive a 15% discount when upgrading from the Solo 760 and 726 to the newer models – the Solo 770 and 727. The Solo 770 Battery Baton is a higher capacity version (3000mAh) of the Solo 760 (2200mAh). It allows for greater efficiency on-site as it provides more tests per battery, for the same charge time as before (approximately 60-90 minutes) but provided by the new Solo 727 charger. For more information visit sdifire.com/battery-upgrade.

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The **EGAN SECURITY GROUP** is excited to welcome Alex Nitterhouse to the team, bringing 15+ years of Electronic Security and Life Safety experience. Alex studied Physics at West Virginia University. Following college he joined the United States Air Force, specializing in Operations Resource Management. Having held various positions throughout his career, Alex has a wealth of knowledge and perspective to bring to the clients of Egan Security Group. His extensive acquisition experience and dynamic understanding of the internal workings of an organization from sales, operational, and executive leadership roles have contributed to his professional success with some of the largest security providers in the nation, holding titles such as Director of Sales Operations, Director of Sales, General Manager, Strategic Vendor Chair, and Gold Accounts Liaison.



SD MARKETING recently appointed Paul Granado as Director of Business Development. The appointment supports the company's expanding services amid the development of the exclusive AMP program. "We are pleased to welcome Paul to this important role at SD Marketing. As the Director of Business Development, Paul oversees new business growth. He will be developing and maintaining key customer relationships and fostering company growth through the execution of strategic business development activities," said David

Morgan, Co-Founder of SD Marketing. "I'm excited to become part of this great team," says Granado. "I have watched and studied the security industry and believe that this is a pivotal time for dealers, integrators, and manufacturers to position themselves well for significant growth opportunity," Granado commented. "I'm eager to use my strong relationship-building skills and ability to quickly engage with key decision-makers to help further the growth of our clients."

SNAP ONE has announced that the new Luma x2 family of surveillance products, the first Luma product line to include full OvrC integration, is now available to Partners online and at Snap One Partner Stores. Previewed at CEDIA 2022, the x20 family features products that are fully NDAA-compliant, 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. "The Luma x20 launch is an important leap forward as we deliver on our product platform. The Luma experience goes beyond just pieces and parts. By thoughtfully bringing together hardware (IP cameras and NVRs), configuration and management tools (OvrC), integration (Control4) and the customer app (Luma View), we are able to deliver an unparalleled experience to Partners and customers," said G Paul Hess, Chief Product Officer at Snap One.

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ADI GLOBAL DISTRIBUTION announced the recipients of its 2022 Supplier Awards, with HID awarded Supplier of the Year for North America. Other categories which ADI recognized suppliers for exceptional performance were Operations, Marketing, Digital Marketing, Sales Support, New Product of the Year and Rookie of the Year. “Congratulations to our ADI 2022 Supplier Award winners. Our supplier relationships are important to ADI’s success, and we value the support they provide to help us deliver value every day,” said Bob Appleby, vice president and general manager of ADI North America. “It was great to host these awards again in person after three years, and we’re proud to celebrate the contributions of our suppliers to ADI, our customers and the overall industry.” 2022 ADI Supplier Award Recipients included:

- Supplier of the Year: HID
- Marketing Supplier of the Year: Honeywell Fire Solutions
- Digital Marketing Supplier of the Year: Harman
- Best Operations Support: LEA Professional
- Best Sales Support – United States: Axis Communications
- Best Sales Support – Canada: Bosch
- New Product of the Year: ProdataKey Red Line
- Rookie of the Year: Sony Professional



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Representatives from Bosch accept “Best Sales Support /Canada Award” at the ADI 2022 Supplier Award Event for North America.



Representatives from HID accept “Supplier of the Year Award” at the ADI 2022 Supplier Award Event for North America.

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THE MONITORING ASSOCIATION has announced receiving accreditation from the prestigious international ANSI National Accreditation Board (ANAB) for its TMA-AVS-01 alarm classification standard. This new methodology for scoring alarm calls for service advances our industry's goal of being a true partner with law enforcement by finding ways to make notification of an alarm more informative for law enforcement so that they can determine the correct level of response. The classification system establishes standardized methods for calculating an alarm score, or classification level, that results in a repeatable metric that estimates the validity or potential threat level of a burglar alarm activation using historical and real-time data. Once operator training is completed and CAD updates are implemented, calls for Service to Emergency Communications Centers (ECCs)/Public Safety Answering Points (PSAPs) will include a standardized scoring metric that will assist public safety departments with their alarm response policies by establishing five levels of alarms. Alarm Level 0 – No Call for Service, Alarm Level 1 – Call for Service with limited to no additional information, Alarm Level 2 – Call for Service with confirmed or 'highly probable' human presence with unknown intent, Alarm Level 3 – Call for Service with confirmed threat to property, Alarm Level 4 – Call for Service with confirmed threat to life. This innovative standard was developed in partnership with law enforcement professionals and improves officer safety, situational awareness, response intel, response logistics and apprehension potential. SIAC was proud to play a small role in its development and looks forward to sharing information about the new standard in its meetings with law enforcement professionals in the coming year.



Lou Fiore

THE MONITORING ASSOCIATION'S (TMA) President Morgan Hertel announced the establishment of the Louis T. Fiore Electronic Communications Scholarship during the TMA General Business Meeting at the 2022 Annual Meeting on Marco Island, FL. The scholarship honors Mr. Fiore's enduring contribution to the alarm industry and the Alarm Industry Communications Committee (AICC) and is intended to promote careers in electronic communications.

"How do you recognize someone who's given his heart and soul for more than 30 years to an

organization?" asked President Hertel when introducing the new scholarship. "Lou has served the alarm industry in many capacities. We wanted to honor his immeasurable contributions in an everlasting manner to make certain he and his work is never forgotten." The room rose with a standing ovation as Fiore approached the stage to accept a small token of recognition from President Hertel. The scholarship is open to anyone studying electrical engineering, specifically electronic communications, or software development related to electronic communications, regardless of financial need. Students at any nationally accredited educational institution, including vocational schools, two-year colleges, or other institutions of higher learning are eligible. For more information on this scholarship, including donating, please visit TMA's website.

The **CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION** has renamed its scholarship to The BILL HOPPLE EDUCATIONAL SCHOLARSHIP. Willian (Bill) Hopple has been in the Fire Alarm industry for over 50 years and has played an

integral role in the CAFAA organization, guiding it with a focus on education. His legacy stems from his devotion to the educational aspects of Fire Technology and to his commitment to the industry and its people. Many of its current leaders attended classes either developed and/or taught by Bill. Others have reached out to him for problem-solving assistance – to which Bill never turned away those in need of his help. He took the opportunity to make his answers into a teaching moment. To Bill, "knowledge was/is power"; he helped to guide people around him to be more powerful by teaching wherever and whenever possible. By renaming the scholarship, CAFAA sets goal to continue to assist those who are driven to pursue their educational goals so that they too, may one day create their own legacy.

MISSION 500 is excited to announce that the annual Security 5k/2k fundraiser benefiting children in need across the United States will once again be held live at ISC West this year. The event will be held on Thursday, March 30th at 7:30 AM, and take place at Sunset Park, Las Vegas, NV. Registration to participate in this year's event is already open and can be accessed by visiting www.security5kreg.com. For those who are unable to attend or participate in the physical event, virtual runner or walker participation is welcome. There are also a number of sponsorships available, providing companies, their 5K/2K teams, and individuals to help support this wonderful event. "We can't wait to see everyone at the 2023 Mission 500 2k/5k again at ISC West! We had a blast last year and can't wait to welcome back our runners, walkers, and sponsors." said Tracy Larson, President and Partner at WeSuite and Co-Chair of Mission 500. "Registration is open and we encourage past and new participants to make this event part of their ISC West schedule, as it is fun and supports such a great cause." Co-Chair and President of Defined Marketing, Janet Fenner added, "We extend our sincere gratitude to our returning sponsors who support Mission 500 year over year, and welcome new sponsors and entrants to this great industry event. Let's make this the best year ever!" Participants in the Mission 500 Security 5k/2k will be recognized for their performance across various age categories, as well as those companies and individuals who led the fundraising effort. Participants who raise \$500 or more on their individual go fund me pages will automatically be enrolled into Mission 500's 500 Club and receive a pullover as recognition for their efforts. The Security 5k/2k Reception at ISC West 2023 and announcement of Mission 500's CSR and Humanitarian Awards will take place on Thursday, March 24 from 4:00 – 5:00 PM on the show floor. Be sure to join us there!



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TNSI Courses, continued from page 1

Our courses are also approved in surrounding states. Please call or email Penny Brooks for those approvals.

The Schedule of CLASSROOM Training that TNSI will offer from January through December 2023 is located on the Calendar page of this issue of The Sentry. To register, go to the TNSI web page and locate the training form, check the box of the course you wish to attend, fill out the bottom of the form and mail with check to: TNSI, PO Box 150062, Nashville TN 37215. TNSI accepts VISA and MASTERCARD. DEADLINE to register is two weeks prior to each course. Payment must be received before your attendance is confirmed. All courses require at least 8 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.

LOCATION of each course (Hotel Training Room) will be determined once each class is confirmed to have enough students. If you register for a course, you will be notified about the location of the course.

TNSI also offers PRIVATE TN Security Certification and TN Fire Certification Courses. You will need to provide the training room with either a large screen TV or screen for the PowerPoint Presentation and you will need to provide breaks (coffee, water, soft drinks for the instructor and students). It is not cost effective for you to hold a private course unless you have 8 or more students, however, we are happy to offer a private class for as few students as you like. Please call or email Penny Brooks for more information regarding Private Courses and a quote.

TNSI is currently working on additional courses for its members. **Eight (8) hours of FREE CEU credit will be offered to our members on March 13 in Memphis, March 14 in Nashville, March 15 in Johnson City, March 16 in Knoxville and March 17 in Chattanooga.**

See complete Training schedule on page 26.



Ed and Dave Michel, Les and Sandy Gold, among other industry colleagues honoring the late Alan Pepper at his memorial service in Los Angeles, CA.

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A Special Farewell to Alan Pepper



February 1, 1942 - February 13, 2023

Longtime industry advocate and leader Alan L. Pepper passed away on February 13, 2023. He was 81 years old.

“Alan has developed alarm contracts for hundreds of alarm dealers across the country,” said CAA President Jon Sargent on announcing Pepper receiving the CAA George A. Weinstock Award in 2007. “He has been involved in mergers and acquisitions

worth millions of dollars and he is very generous about sharing his knowledge with the industry, presenting legal seminars and speaking to local trade organizations.”

“Alan has been an incredible asset to this industry and to many of the individuals that make up this industry,” said CAA Past President George Weinstock on the occasion of Alan receiving the CAA lifetime achievement and service award. “Alan has been a friend, cousin, advisor and legal help for many years.”

George Weinstock offered the following on the passing of Alan Pepper:

Alan Pepper came to work at Morse Signal Devices in 1960 as a Central Station operator. Alan was then a student at UCLA and was a friend of my brother Mike.

Alan worked for Pacific Bell for two years after graduation and then in 1965 he married Tobi Weinstock who is my Uncle Jack Weinstock’s daughter. In 1965 Alan came to work at Morse Signal Devices.

Alan was a major asset to our company and he brilliantly moved up the ladder to become General Manager. After my father Morrie Weinstock died in 1969, Alan was promoted to Vice President of Operations.

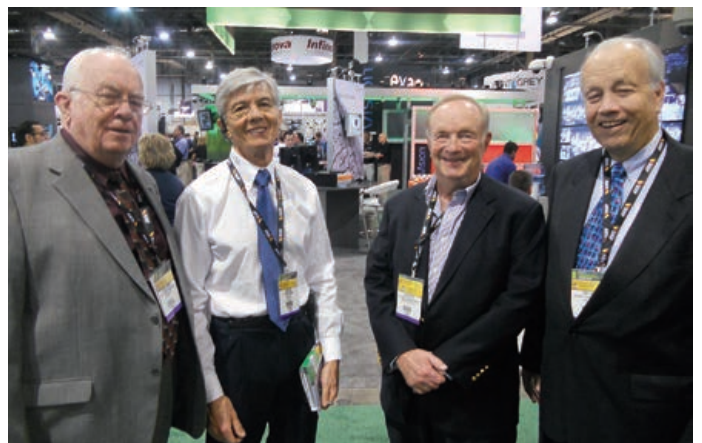
Alan Pepper was a master of words, the spoken word, legal phrases and contract terms. He loved the law and while working at our company he took night classes at the UCLA law school. When he graduated with his law degree, he was asked to come work at Les Gold’s law office as Les at the time was our company attorney and had many opportunities to work alongside Alan. Alan remained at the law firm until his retirement.

Long after the sale of Morse in 1981 (which Alan worked on diligently), he worked on my acquisition and later the sale of American Home Security. Alan and Les Gold were always by my side in any and all legal issues involving Morse Signal Devices or when I served as President of the CAA (then the WBFAA) 1976-1977.

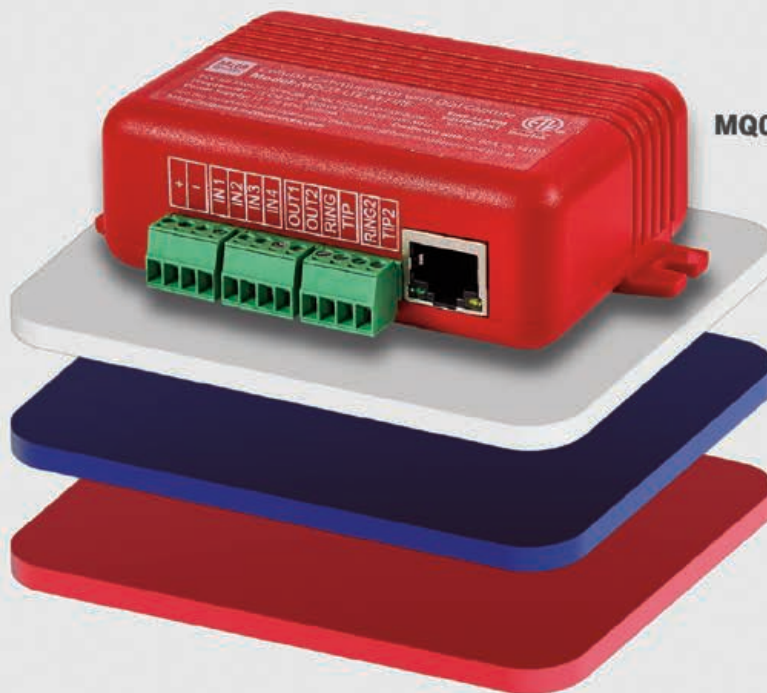
Alan was extremely intelligent, a hard worker, and very much a detail man. He had a dry wit and told some corny jokes but he was a good listener and always there to help. Alan is someone I will miss very much.

***Rest In Peace My Friend,
George A. Weinstock***

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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

NAFED (National Association of Fire Equipment Distributors)

March 9 – 10 - Las Vegas, NV – Bally's Hotel

April 13 –14 - Atlantic City, NJ – Caesar's

May 25 – 26 - Chicago, IL - Swissotel

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September 8-10

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October 14-15

TN Fire Certification (16 Hours)
Knoxville, TN

November 3-5

TN Security Certification (24 Hours)
Memphis, TN

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Fairmont San Francisco

December 6 - December 9, 2023

December 4 - December 7, 2024

December 3 - December 6, 2025

December 2 - December 5, 2026

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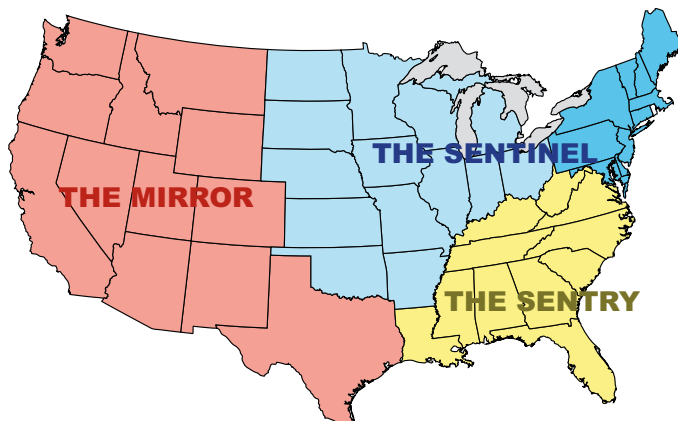
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