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OSFAA Hosts Successful Annual Meeting, Introduces Executive Symposium

The OSFAA held their Annual Meeting October 17-18 at the Holiday Inn - Independence. Over sixty-five industry professionals attended the Meeting, which was kicked off the evening of Tuesday, October 17th with an Opening Reception at Top Golf – Independence.

OSFAA Meeting, continued on page 34



OSFAA Annual Meeting rolled out the inaugural Executive Symposium: (Panelists L to R) Wes Usie (CHeKT), Alan Gillmore IV (Gillmore Security), George De Marco (DECO Ventures), John Smythe (Habitec Security), Justin Bailey (Avantguard)

IRS Suspends Processing of Employee Retention Credits

By: Mitch Reitman

Like many business owners, you have been getting cards, letters, emails, phone calls, etc... about the Employee Retention Credit (ERC). I personally have received notices portending to be from the IRS, the Small Business Administration, even from my bank, letting me know that I “may qualify for a “grant of up to \$26,000 per employee.” They all advise me that “funds are limited” and that I need to “move quickly.”



IRS, continued on page 26



Christopher Brady of TRG Associates provided the Keynote presentation at CASIA's meeting held October 19.



Dana Klesh's President's Message about CASIA's Oct. 19 meeting on page 3

**Complete
ISC News
and
Details
on page
38**



SIA EDUCATION/ISC:
November 14-16
EXHIBIT HALL:
November 15-16
JAVITS CENTER,
NYC

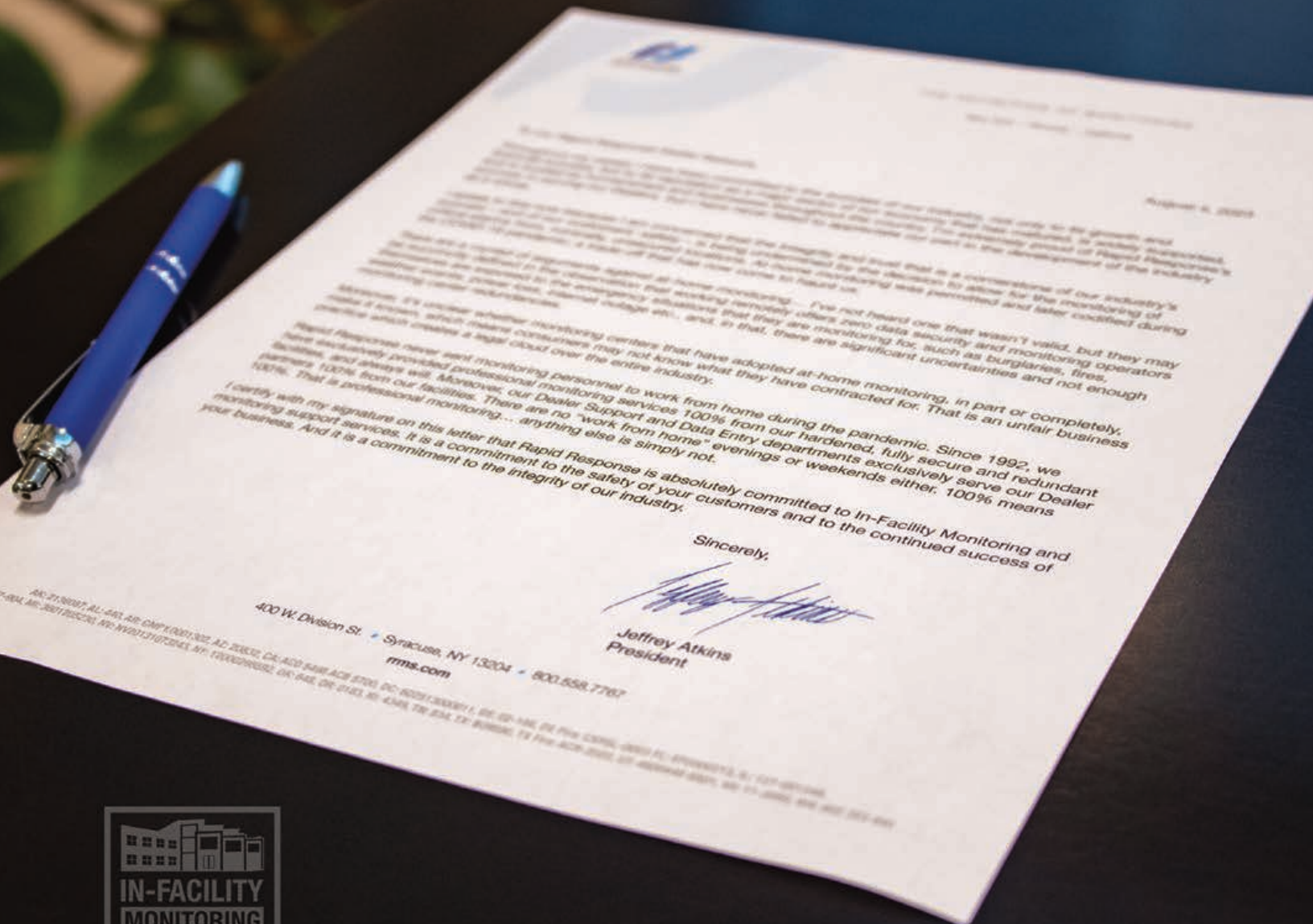
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Connecticut Alarm & Systems Integrators Association, Inc.
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Phone 203-762-2444 Fax 203-762-9211

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Note: There are vacancies for Regional Vice President positions. Please let us know if you are interested. New people bring new voices and new ideas to the table.

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CASIA PRESIDENT'S MESSAGE

By Dana Klesh

I'd like to begin my message with expressing my sincerest gratitude for those who attended the CASIA meeting on October 19.

A special shout-out to Dominic Del-lorusso from Centra-Larm who served as the spotlight vendor, discussing Centra-Larm's role as a Central Station

which offers verified video monitoring and response. Dominic's presentation educated all attendees on what to expect when they arrive on the scene and how active service is proven to reduce false dispatches.



I would also like to give a very special thank-you to Christopher Brady, vice president of TRG associates, who served as the keynote speaker for our meeting.

Christopher's presentation enlightened all who were in attendance on how a company can maximize its profits whether buying, selling or borrowing against its equity. The presentation illustrated how important it is to be informed and to always be prepared for the time to make a move.

For anyone not in attendance who would like to view the information presented, please reach out to Pat Remes, CASIA's executive Director, as Chris was kind enough to share his PowerPoint with our Association. I look forward to seeing you all at ISC East November 15-16th. Please take advantage of the free registration on the CASIA website. See you all soon.

Wesco Holds CASIA Member Appreciation Day

Over twenty vendors exhibited at Wesco's CASIA Member Appreciation Day in mid-October. Attendees were treated to various Food Trucks offering pizza, tacos, spirits offering beer/wine on tap.. Attendees were also offered a chance to display their Axe Throwing skills. [Wesco Photos on page 3](#)





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Fort Myers, FL	\$21.5 Million



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Delaware Alarm Association

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www.msca-systems.org | office@msca-systems.org

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New Hampshire Alarm Association

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New RMR Through **Emergency24** + **Honeywell** Enhanced Monitoring

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- **Facility Manager / Remote Monitoring:** Access our phone app, allowing both you and your customers to efficiently manage fire systems with unlimited user access.
- **1st Responder Alerting:** During alarms, we promptly send panel information directly to first responders' apps, facilitating swift response.
- **Faster, More Accurate Fire Response:** In collaboration with Honeywell, RapidSOS, Emergency Communication Centers, and fire stations where available, we ensure faster and more precise responses.

This groundbreaking Enhanced Monitoring solution, in partnership with Honeywell, establishes a new industry benchmark by decreasing dispatch information transmission from 2 1/2 minutes to an impressive 13 seconds. Together, we bring a host of benefits that will transform the way monitoring centers interact with Emergency Call Centers and First Responders.

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In addition, Honeywell is providing Platinum Honeywell dealers with a \$6 credit for each account they activate on CLSS through Emergency24's Enhanced Monitoring. The activation Enhanced Monitoring activation fee for each account is \$1 per month.

Partner with Emergency24 today and experience the unmatched benefits of our collaboration with Honeywell CS Premium. Together, we'll transform the safety landscape for your customers and first responders all while increasing your RMR!

About Emergency24

As an Underwriters Laboratories-listed and FM Approved central station with redundancy, Emergency24 remains a leader among central stations since 1967. We are family owned with a rich history of innovation and an impressive list of industry firsts, and we continue to keep our dealers and their subscribers first.

*Note: Prices are subject to change. 3-year commitment with Emergency24 commercial fire monitoring required.

Emergency24

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NAPCO SECURITY TECHNOLOGIES, INC. announced the immediate availability of its Prima Security/Video/Automation All-in-One Super Panel and accessories line at all leading Distributors in North America. Napco's Prima 7" Super Panel, is a slim profile all-in-one 7" panel, intuitively controlling security, fire, HD Video, and Z-Wave smart automation. Prima includes all



today's wow-factor consumer features, such as voice assistant, 4MP camera, onscreen 2-way live video from cameras or doorbell, and a host of pro upsell accessories for all your residential system needs. And, because Video Doorbells are so important (a billion-dollar market): Prima Video Doorbells are extremely easy, with one-button activation, smart AI-human detection, night-vision & unbeatable self-healing WiFi so they stay connected, while you stay put—avoiding truck rolls over silly changed Netflix passwords, etc. For you, Prima's super smart security/fire/video

automation platform also provides its own cost-saving, dealer backend and full dashboard control w/ enduser- and z-wave management, from any smart device or PC anywhere, live in real-time – including notifications via push/text or email. For more info contact your Napco Regional Sales Manager, any distributor or call Napco 1.800.645.9445 or see our Class Schedule in person or online intros & trainings added daily at www.napcosecurity.com/seminars.

SNAP ONE announced that it has opened six new Partner Store locations in Secaucus, New Jersey; Lenexa, Kansas; Boise, Idaho; Fort Myers, Florida; and Cincinnati and Cleveland, Ohio; with an additional grand opening to come in Raleigh, North Carolina. In addition to offering product support to regions plagued by delivery complications and product procurement issues, Snap One is using their local footprint to bring unparalleled in-person training to regions across North America. This year alone, Snap One will host over 400 events across 40+ locations – one hundred more training sessions than last year. "Snap One offers multi-level training programs that tackle everything from custom integration basics to product-specific design and installation," said Bill Zidek, Snap One Vice President, Snap One Partner Stores. "Our events feature a special emphasis on both manufactured and 3P Snap One products including Access Networks®, Araknis™, Luma Surveillance®, Control4®, Lutron, AVPro Edge, Digital Watchdog and beyond. Our goal is to meet Partners where they are – bringing top-line education to them –and we're able to do so

with our expanding local footprint." In addition to the seven openings slated this year, Snap One has also moved and expanded existing locations in Eden Prairie, Minnesota; Portland, Oregon; and San Jose, California to better serve partners. In 2023 and beyond, Snap One will continue to identify new markets ideal for Partner Store locations. "Our continued investment in our local footprint emphasizes our commitment to supporting Partner business, whether that's through training and installation and advice, or streamlined product availability," Zidek concluded. "And we're not done. We look forward to expanding to more regions in 2024, and adding more brands to our robust product portfolio."

RAPIDSOS and **EMERGENCY24** announced a partnership that aims to deliver alarm signals for commercial fires faster and with more accurate data into the hands of first responders. With the launch of digital alerts, Emergency Communication Centers (ECCs) nationwide will receive dispatch information from monitoring centers in real-time, eliminating the need for a phone call. According to the U.S. Fire Administration, non-residential fires increased 20% with fatalities up 70% in the study period (2011 – 2021). With RapidSOS, alarm signal data can be shared from the fire panel communicator, assessed by a central station, and received by ECCs and field responders all digitally, eliminating manual handoffs, transcription errors, and reducing transmission time. "Information is power. With this solution our telecommunicators immediately receive location and critical incident data directly on their screens, delivered digitally while they engage with the central dispatch station and go through the verification process," said Jessie Wiederhold, Clermont County Communication Center Director. "The result is a faster and smarter response that will help save property and lives."

Securitas Technology

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I am Cory Henry, Dealer Relations Specialist. I am the voice of our dealers at Securitas Technology for contract monitoring.

We are a leader in contract central station monitoring services offering customized solutions to independent alarm installers with a personalized approach.

Associates News, continued on page 12

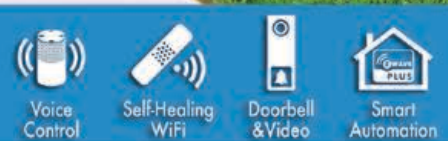
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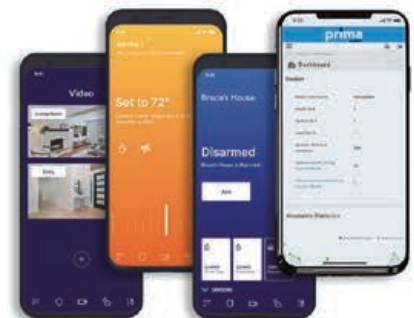


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SECURITY FUNDING ASSOCIATES, Audrey Pierson, and Aabo Home Security announced they have created a new version of the dealer program focused on the small, medium-sized "Smart Home" market. "We will be investing in each partner company, who will have approximately 5-50 employees, and are selling into the residential and small commercial space", said SFA's Tony Smith, adding "we will create significant volume by focusing on training sales associates via Audrey Pierson, one of the leading sales trainers in our industry. Through **AABO HOME**, we will provide full management of created accounts, including nationwide monitoring, through the life of the monitoring contract." Unlike other Dealer Programs, the program will not acquire 100% ownership of the contract, but share ownership and financial equity with our partner dealer on an approximate 50-50 basis. Financing of installations will be through several banks who have committed to this program and its low attrition operating plan. This process will create cash flow for the Partner Dealers that is substantially more than they might receive through traditional Dealer Programs. There will be no dealer holdbacks, and there is a guarantee only for the first year of the contract. Dealers in this space have difficulty creating the working capital they need to grow and accumulate equity. Too often, they must resort to selling their accounts on a monthly basis to fund that growth. Now they have a new option that allows them to fund that equity growth, have the customer pay back the bank loan, minimize attrition and eventually retire with their financial future assured. This program has been in business for over two years, without

attrition, and is now ready to roll it out nationally. For further information please call Tony Smith at (626) 795-9199 or Audrey Pierson at (831) 277-7447.

ALTRONIX announced its new NetWay3024P compact PoE adapter, providing simultaneous 24VDC and PoE/PoE+ over a single structured cable to a wide range of devices including PoE cameras, external microphones, sensors, control boards, switching equipment, and more. "Security professionals and systems integrators are frequently asked to do more with less space, less time, and less resources," said Ronnie Pennington, Director of Sales for the Americas, Altronix. "The NetWay3024P offers a compact, highly cost-efficient solution, delivering PoE+ and DC power to a wide range of security devices." Key features and benefits of the NetWay3024P include flexible power capability and seamless data and power transmission. The NetWay3024P is TAA and NDAA compliant and backed by a lifetime warranty.

ALULA announced the merger with M2M Services, a provider of universal alarm panel communicators, connectivity, and interactive services. The merger marks a significant achievement in the industry, creating a company with unrivaled products and services that cater to the ever-evolving demands of the smart security market and the professionals who serve it. The combined companies will be led by Peter Tzvetkov, CEO of M2M Services. Dave Mayne, President of Alula, will lead North America operations and oversee global sales and marketing. Gregg Waldon, CFO of Alula, will manage financial operations for the combined business. The company will have US headquarters in St. Paul, Minnesota and global headquarters in Sofia, Bulgaria. "This merger represents a strategic move to position ourselves as the premier market leader in the smart security industry," said Peter Tzvetkov. "We are excited about the future and the offerings we'll provide to both our current and prospective customers, making available unmatched security solutions that provide peace of mind and seamless control over the connected environments they create and monitor. Dave Mayne stated, "As a combined business over 1.25 million rooftops will be actively using our service platform to protect their properties and add convenience to the lives of those residing and working there. We are committed to continued innovation around the connected security market."

ASSA ABLOY has acquired **SECURITECH GROUP INC.**, a manufacturer of high-security mechanical and electronic door hardware products in the U.S. "I am very pleased to welcome Securitech into the ASSA ABLOY Group. This acquisition delivers on our strategy to strengthen our position in mature markets through adding complementary products and solutions to our core business," said Nico Delvaux, President and CEO of ASSA ABLOY. Lucas Boselli, Executive Vice President of ASSA ABLOY and Head of the Americas Division also added "Securitech's focus on innovative, high-security locking solutions fills several gaps in our existing door hardware portfolio and I'm excited for them to be part of ASSA ABLOY". "This acquisition provides a great opportunity for us to further enhance our core offering to education, critical infrastructure, government, behavioral health, and other high-security markets." Securitech was established in 1983 and has some 50 employees. The main office and factory are located in Maspeth, Queens, New York.

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Will every alarm & security technician in CT soon be driving an EV?

State legislature could decide...

By: Andy Markowski

The summer season has long ago reached a conclusion and the leaves have now fallen off the trees in Connecticut, one of the hottest policy issues at the state Capitol has neither reached conclusion nor consensus. So-called "blue states", like Connecticut, are taking a cue from California's clean car and truck rules as they seek to bring down greenhouse gas emissions, reduce vehicle pollution and hasten the transition to zero-emission vehicles.

The Connecticut Department of Environmental Protection (DEEP) recently proposed regulations which would tie Connecticut's vehicle emission standards, for both "light" duty vehicles (i.e. passenger cars, trucks and regular panel vans, etc.) as well as medium and heavy duty vehicles (i.e. typically those weighing over 10,001 pounds), to those being put in place by California. Effectively, what this would mean for Connecticut is that no new gas-powered cars, trucks or vans could be sold in state after 2035. While the proposed regulations would not impose a ban on the ownership or sale of used gas vehicles, manufacturers would only be allowed to sell new vehicles that are zero-emissions.

California received federal permission earlier this year to enact an Advanced Clean Trucks rule that requires an increasing percentage of zero-emission heavy-duty trucks and other large vehicles to be sold beginning in 2024. Its Advanced Clean Cars II rule, adopted in 2022, will require all new cars sold to be zero-emission vehicles by 2035.

Eight states, including Connecticut, through rulemaking or legislation, took actions this year to follow California's lead. Colorado and Maryland adopted the truck rule in April, while Massachusetts finalized the clean car rule in March. New Mexico, New Jersey, Maine and Rhode Island, also all recently announced the states would take action to adopt one or both of the rules. Four more, Washington, Oregon, Vermont and New York, adopted the car rule last year.

The state of Connecticut, through DEEP, is proposing the regulation under a longstanding law, passed by the legislature in 2003, that requires the state to remain consistent with and adopt California's emissions standards for motor vehicles. DEEP has received hundreds of comments, both in support and in opposition, to their proposed regulations (commonly known as the "Advanced Clean Cars II" and "Advanced Clean Trucks" rules), and soon state legislators may decide if the proposal moves forward this year or not.

Even though the state legislature is not currently meeting in session, under Connecticut's unique rulemaking procedure

proposed regulations from a state agency like DEEP must first pass through a special, bipartisan legislative committee before they can be enacted. Some lawmakers are now questioning whether DEEP has exceeded its legislative authority with the proposed rule, while others, including some opponents of the rule, are questioning its infrastructure practicalities and costs to consumers.

It is anticipated that the legislature's Regulations Review Committee could meet as soon as this November to decide on the initial fate of the proposed rules. Meanwhile, some lawmakers are also calling for legislation, a debate and vote by the entire legislature in 2024 before any proposed electric vehicle mandate could go into effect.

Fleet owners, business owners, contractors and consumers alike should all pay close attention to the course of the debate and discussion as future state mandates could inevitably impact business operations, customer preferences and an evolving marketplace. Stay tuned!

DOL Phishing Scheme

Contractors and Owners Beware As Apprentice Sponsors Targeted

The state Department of Labor has recently put out notice of a phishing scheme in which criminals are posing as DOL staff. In particular, the emails are trying to obtain detailed information from employers who participate in state registered apprenticeship programs. While the emails appear to come from DOL staff, they are actually sent from email addresses that are not affiliated with DOL. Employers who receive these emails should block the senders and flag as spam. As always, anyone with any questions or concerns should reach out directly to their apprenticeship program regional representative or the DOL Office of Apprenticeship Training at (860) 263-6085 or dol.apprenticeship@ct.gov.

The 2023 State Legislative Session May Be Over, But That Doesn't Mean Your Local Lawmakers Don't Need To Hear From You – Tell Them What Matters To You, Your Association, And The Electronic Security Industry! The Fall Is The Legislature's Off-Session And It Is A Great Time To Contact Your State Representatives And State Senators. Thank Those Who Supported House Bill 6613 – CASIA's bill simplifying contractor advertising disclosure requirements – And Ask Them For Their Support Again Next Year!

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!

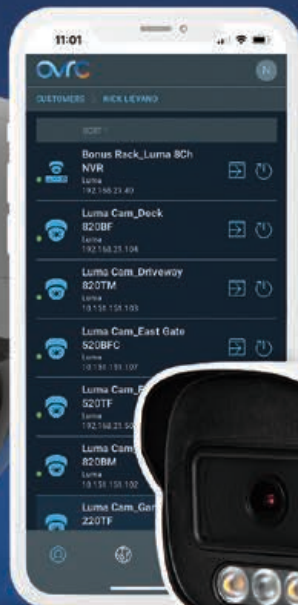
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As always, if you have questions on legislation or regulations or if you would like more information on an issue, please feel free to contact CASIA Lobbyist Andy Markowski at: (860) 707-3620 or aem@statehouseassociates.com



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CASIA's Wesco Customer Appreciation Day, continued from page 3



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L to R – Grady Medcalf, President of the Alarm Association of Florida. Joseph Estey, SIAC Retired Chief Philip Thorne, Wall of Honor Recipient Chief Keith Touchberry, 2022/2023 FPCA President Jennifer “Cookie” Pritt, FPCA Executive Director



L to R – Grady Medcalf, Joseph Estey, Amy Mercer, Former FPCA Executive Director, Wall of Honor Recipient, Chief Keith Touchberry, Jennifer “Cookie” Pritt

Wisconsin Security Association



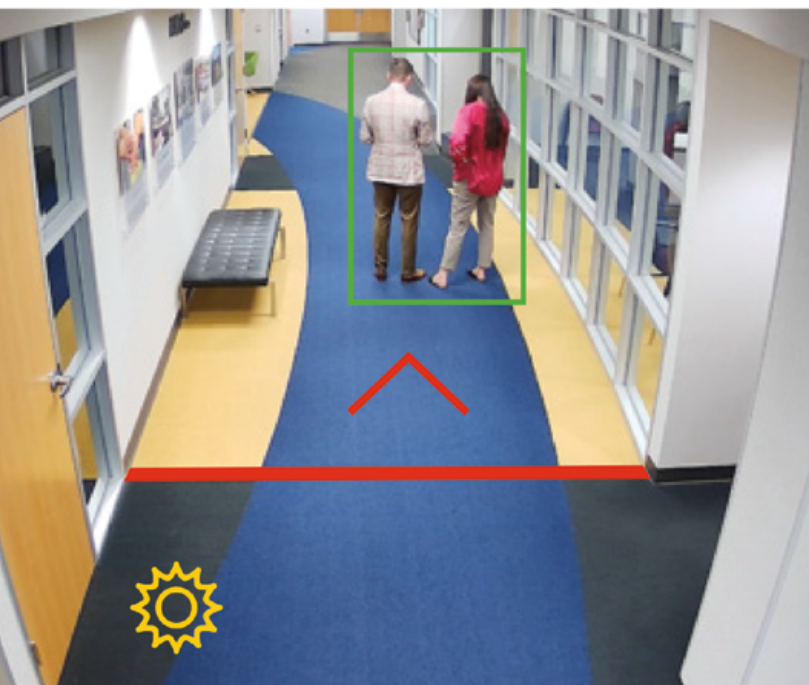
The Wisconsin Security Association held their Annual Golf Outing September 21 at the Kettle Moraine Golf Club, Milwaukee. Dustin Skupniewitz and Darren Mueller of ADI were key volunteers who organized the event. The following organizations were key financial supports of this year's event:

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MARKETING INSIGHTS

By: Brian Plant



NextDoor has exploded as the hot new social media app for communities around the country. Home services providers like landscapers, plumbers and electricians – as well as your national competitors like ADT, Brinks, Vivint and more – are constantly running ads in the NextDoor newsfeed. NextDoor is like the new Facebook, featuring updates from your neighbor across the street (as opposed to people scattered all over the globe). If you live in a community with an active presence on NextDoor, then

you've seen what an amazing advertising opportunity the platform may present for your alarm company.

If you're new to the NextDoor ad game, you may not know how to get started – or, you may not have the time to manage an ad campaign effectively. Fortunately, the digital ads team at AlarmBrand can help. Here are few reasons to consider advertising on NextDoor, and some next steps to help you get started today.

People Want to Connect with Neighbors AND Services.

There's a reason why online platforms for neighbors have grown exponentially in recent years: Now more than ever, people seek connection to their neighbors. While connecting to the global community remains important for some, making local connections has become a larger priority since the pandemic. People want to know "real life" people who live and work in their own communities. Many consumers want to support and do business with local companies rather than large corporations.

NextDoor is High-Intent Browsing.

Unlike Facebook, where people are not really looking to connect with brands or services, over 90% of users open the NextDoor app to get recommendations from neighbors for home services. Local Facebook groups and other forums can vary by reputation and what they have to offer. What sets NextDoor apart from them? It's powered by trusted local information, with new updates being posted by neighbors every day. Whether someone is searching for a vendor to cater their party, or a licensed alarm dealer to protect their home or business, neighbors

in communities from coast to coast are turning to NextDoor for the services they need in the immediate future.

Unlike Facebook, where people are not really looking to connect with brands or services, over 90% of users open the NextDoor app to get recommendations from neighbors for home services.

NextDoor Ads Provide Relevant Options.

NextDoor offers a variety of ways for businesses to reach neighbors, each of them delivered in a relevant context that makes sense to the user. Your alarm company can take advantage of everything from native ads, to display ads, to scrolling video ads, to NextDoor's proprietary Digest email. There's also a NextDoor marketplace, where you can advertise in a "for sale" platform where local users are looking for a specific service. It's even possible to showcase multiple services in a carousel format, or place a click-to-call ad directly in NextDoor's in-app newsfeed. Another highly popular option for NextDoor ads is their Local Deals option. There's no one-size-fits-all model for advertising on NextDoor, which makes it appealing to alarm dealers and integrators looking to reach new audiences in their local communities.

What Do Ads on NextDoor Cost for Alarm Companies?

NextDoor advertising is scalable, and there are a variety of ways to structure an ad campaign. A modest budget similar to what you might expect for Facebook Ads is sufficient to generate traffic, brand awareness, and conversions. The platform offers tailored analytics that measure the effectiveness of your campaign, and working with the digital ad experts at AlarmBrand means you have a dedicated team who can adjust your campaign as needed. If you decide to try something new, NextDoor makes it easy – and with AlarmBrand as your digital advertising partner, it can be even easier.

Brian Plant is Managing Director at AlarmBrand, offering website creation and marketing for the electronic security industry that communicate your story, resonate with your audience, and generate revenue. Since 2009, brands that you know and trust have leveraged AlarmBrand to grow their businesses, including SDM 100, SDI Fast 50, monitoring centers, technology providers, professional corporations, and small / medium businesses across the USA.

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History

The ERC came about in March of 2020 as part of the CARES Act, and then was expanded greatly in December 2020 by the Consolidated Appropriations Act of 2021. For the most part, the ERC is a 50% credit against Qualified Wages (up to \$10,000 per employee per quarter) in 2020. For 2021: the Credit was increased to 70% of Qualified Wages per Quarter. It is limited to a single quarter of 2020 and the first three quarters of 2021. In summary, a Qualified Employee, with maximum Qualified Wages, would count as \$5,000 in 2020, and \$21,000 (\$7,000 per quarter for three quarters) in 2021, thus the “up to \$26,000” language in the calls and letters..

The Credit was intended to compensate employers who kept employees on their payrolls through the Pandemic. Congress didn't really think it through, and the modifications didn't really help. As a result it has been called the single greatest tax fraud target in U.S. history.

The IRS has been choked with claims, some legitimate, most not and appears to be disrupting a pop-up industry that encourages small businesses and nonprofits to claim the once-obscure credit and receive up to \$26,000 per employee. The Wall Street Journal has reported that aggressive marketing by such firms is driving a flow of ERC refund claims that has overwhelmed the tax agency.

Faced with overwhelming fraud and abuse, the IRS is fighting back. They have announced that new claims for the employee retention credit, or ERC, won't be processed until at least 2024. There will also be tougher scrutiny to an existing queue of more than 600,000 requests. The IRS will allow employers with pending claims to withdraw them and will let many repay their refunds if they no longer think they qualify. NOTE: if you fell for a marketing pitch from a “Credit Mill” - this is an excellent opportunity to consult with a firm that really understands your qualifications and consider withdrawing your claim while there is still time.

I recently attended a Webinar with IRS Commissioner Danny Werfel who said, “We are taking these dramatic steps because

the IRS is increasingly alarmed about honest small-business owners being scammed by unscrupulous actors, we could no longer tolerate growing evidence of questionable claims pouring in following the onslaught of misleading marketing from promoters.”

We have reviewed claims prepared by the “Credit Mills” that have been full of errors and filed by employers that aren't eligible. To receive the tax credit, you must show a significant

decline in revenue or that a government order fully or partially suspended their operations. If your business didn't have the required revenue drop, you must show that a government order, directly suspended your operations. Since most companies in the Electronic Security industry were considered critical infrastructure, they weren't directly closed by shutdowns. We have been working on getting clarification on eligibility for our clients whose operations were significantly impacted by closures of their customers (i.e. a fire alarm company whose service and inspection revenues fell because their restaurant customers were closed). Until we get definitive word, we are not moving forward with claims for our clients. We are not worried, there is still plenty of time to file.

Even though the IRS has added the ERC to its “Dirty Dozen” list of common tax scams, claims keep pouring in. Over the life of the Credit, the IRS has received 3.6 million claims for it, about 15% of them in the past 90 days.

As of March 2023, the IRS had paid more than \$150 billion in ERC claims. Treasury data suggest that the figure is now \$230 billion, or roughly triple the original congressional estimates. The ERC will cost the government more this fiscal year than the mortgage interest deduction and charitable deduction combined. Thousands of cases have been referred for audits. Officials warn that employers face potential penalties, interest, and even criminal charges, if they claimed the credit but weren't eligible. The tougher scrutiny it plans to give currently pending will materially increase standard wait times for refunds. Many employers should expect to receive requests for documentation, which could prompt some to withdraw their claims. The IRS has strongly indicated that they will work with Taxpayers who have received payments and want to return them. In my experience it is best to have your tax pro work with them instead of waiting for the IRS to reach out to you.

“ERC assistance companies”, including payroll companies and many firms that didn't exist before the pandemic, typically charge their clients a portion of the refund. The IRS says taxpayers should avoid firms using that business model. The promoters typically do calculations of the credit but often don't prepare or sign the tax returns. This should be a warning sign. If they are so sure about your eligibility, why won't they sign the return? And they often rely on business owners to determine whether a government order fully or partially suspended their operations—usually the key factor for ERC eligibility. Officials said they want to give business owners a chance to re-evaluate their decisions to file ERC claims. The IRS published a new eligibility checklist to help employers determine whether they qualify.

My advice is to sit tight for a while and let things unwind a bit. Not only do you have plenty of time to file a legitimate claim, the IRS will also pay you interest on the refund if you are truly eligible.

Mitch Reitman is the Managing Principal of Reitman Consulting Group, Inc. and is a member of the Security Sales & Integration Hall of Fame. He has served on the board of the Texas Burglar & Fire Alarm Association and is active in several other local and national Associations in the Security and Fire Alarm industries. He can be reached at MReitman@Reitman.us



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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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accomplish his/her sales presentation in 10 minutes, will have two speakers per event. Please just give Pat Remes a call and you will be put on the schedule. As to meetings, we are going back to a monthly event upstairs at Eli's on Whitney, Hamden, except for the noted exceptions. (See Calendar page) 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. 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



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Many thanks to our Sentinel editorial contributors.

Sentinel Readers - be on the lookout for great future info from Mitch Reitmen, Tony Smith and Brian Plant, and many more contributors sharing their perspectives on the industry.

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OSFAA Meeting, Continued from page 1



OSFAA President
Alan Gillmore III

Over thirty-five industry professionals attended the casual networking event which offered big drives and hosted refreshments and appetizers.

Wednesday, October 18 kicked off early with a hosted breakfast and exhibits and was followed by a series of workshops, hosted by experts in the latest technological trends.

Subjects covered included best sales practices with consumers and end-users, how small businesses can maintain viability in a crowded marketplace, and the positive impact of offering video verification solutions.

The Annual Meeting was highlighted by the Executive Symposium hosted by George De Marco, held early Wednesday afternoon. The Executive Symposium offered all who were in attendance invaluable insight from a dynamic panel consisting of the following:

- Justin Bailey, President & COO, Avantguard Monitoring Centers
- Wes Usie, President, CHeKT Video
- Alan Gillmore IV, President & Owner, Gillmore Security
- John Smythe, President, Habitec Security

Under DeMarco's guidance, the panelists provided insights pertaining to a wide range of topics including IoT, consumer behaviors, trends in the commercial and residential markets and recent acquisition activity.

The OSFAA thanks the generous sponsors who made it possible to host this event:

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OTHER INDUSTRY & STATE EVENTS
2023

November 15-16, 2023
ISC East, Javits Center, New York, NY
November 15-16, 2023
LLSSA Annual Convention, Kenner, LA
2024
NYELSA, TBD

OTHER ASSOCIATION EVENTS

TMA The Monitoring Association
Annual Meeting
November 4-8, 2023, Kapalua, Maui, Hawaii

CAA WINTER CONVENTION
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 CONVENTION
Hilton Palm Springs
May 15 – May 18, 2024
May 14 – May 17, 2025

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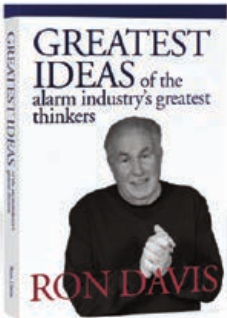
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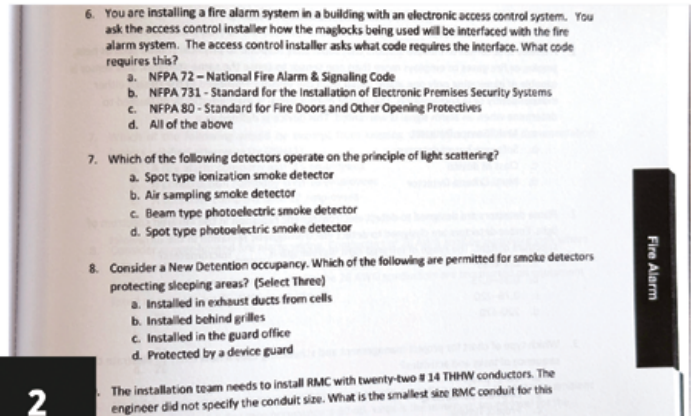
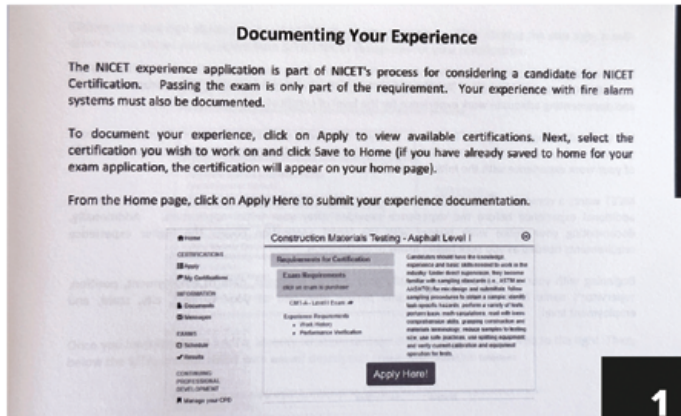
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THE SENTINEL

NOVEMBER 2023

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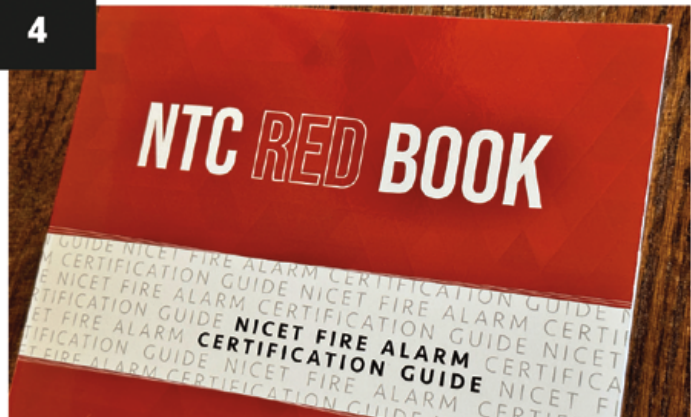


Level III Exam	NFPA 72, NFPA 70, NFPA 101, IBC
Level IV Exam	NFPA 72, IBC, NFPA 70E, NASCLA

Exam Profile

- Level I - 83 questions, 110 minutes
- Level II - 109 questions, 155 minutes
- Level III - 112 questions, 170 minutes
- Level IV - 116 questions, 290 minutes

Work Experience Requirements



1 The NTC Red Book covers the NICET Certification process

The Red Book covers getting NICET certified in Fire Alarm Systems (FAS) and Inspection & Testing of Fire Alarm Systems (I&TFAS). In addition, the Red Book explains the certification process, permitted codes and references, documentation requirements, and exam strategies.

2 The NTC Red Book includes a LOT of sample questions

The Red Book has 12 quizzes for each level of certification, with 10 questions for each quiz. The quizzes are also excellent for individual or group study and exam practice. Get your codes ready, set 15 minutes on a timer, and then go. The answer key identifies the correct answer and the code used to answer the question.

3 The NTC Red Book covers all levels of certification in Fire Alarm Systems

The NTC Red Book covers Fire Alarm Systems Levels I to IV and Inspection & Testing of Fire Alarm Systems Levels I and II. A single book covers all the certifications available in fire alarm systems, providing a guide for your certification path.

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ISC East announced that Greg Ehrie, Chief Security Officer for the Port Authority of New York and New Jersey, will kick off the Keynote Series on Wednesday, November 15 in New York City. Ehrie's presentation, "The Evolving Threat Landscape: Protecting New York and New Jersey's Critical Transportation Assets," is open to all badge holders at ISC East, which takes place November 14-16 at the Jacob K. Javits Convention Center. "With his expertise in implementing security strategies into transportation systems, we are excited to welcome Greg Ehrie as our first keynote speaker at ISC East this year," said Mary Beth Shaughnessy, ISC Event Vice President. "Through his insights, security novices and professionals alike will learn how an expansive and multifaceted organization like the Port Authority prioritizes security to protect all its stakeholders. The audience will walk away from his presentation with a better understanding of the local infrastructure they use every day and the steps taken to ensure their security at all levels." The Port Authority of New York and New Jersey oversees regional transportation infrastructure across the two states. Every day, the Port Authority must leverage the latest innovations in security technologies to operate its systems with the utmost safety and efficiency. Ehrie's presentation will shed light on the evolving threat landscape and how the Port Authority implements a risk-based, multi-layer security approach to protect its employees, customers, and critical transportation assets – including airports, bridges, tunnels, bus terminals, ports, and the iconic 16-acre World Trade Center complex.

The ASIS NYC Chapter Person of the Year Lunch will also be held at ISC East again. This prestigious gala luncheon will lead off with featured speaker, Thomas H. Kean, the former Governor of New Jersey and former Chairman of the 9/11 Commission, on Nov. 15 at 12pm. The ASIS NYC Chapter will present the Person of the Year Award to Mary Fetchet for her impactful work in the New York City community through her continuous support of the victims and families affected by 9/11. Fetchet co-founded the nonprofit organization Voices of September 11th (VOICES) in 2002 to address the ongoing needs of 9/11 victims and their families. For over 20 years, she has helped foster resilience and healing through VOICES by offering community support services, mental health resources, educational programs, and more. "I am honored to be part of ISC East 2023 and the ASIS NYC Person of the Year Luncheon. As the Chairman of the New York City ASIS Chapter, I am privileged to be involved in an event that brings together security professionals from various industries to share knowledge and expertise. This event serves as a platform for networking, learning, and recognizing outstanding individuals in our field. I look forward to the opportunity to engage with industry leaders and contribute to the advancement of security practices in New York City," said Brian H. Reich, CPP, New York City ASIS Chapter Chairman.



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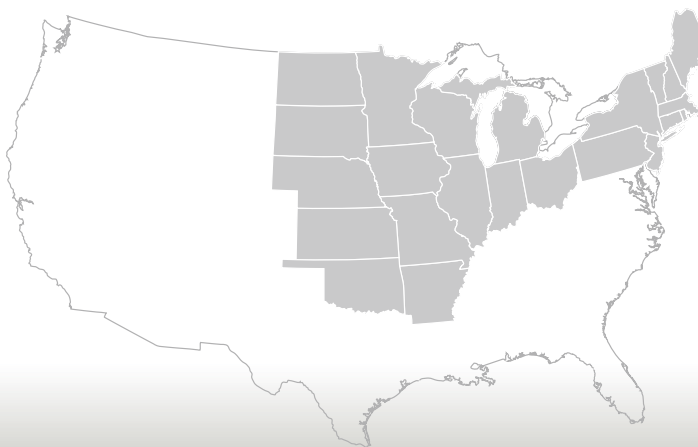
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