TO: CAA BOARD OF DIRECTORS
FROM: Jerry Lenander, Executive Director
RE: CAA BOARD OF DIRECTORS MEETING
     CAA LEADERSHIP FORUM
     SAN DIEGO       SEPTEMBER 19-20, 2016

Enclosed is your Board of Directors agenda and material for the meeting on Tuesday, September 20, 2016.

Please notice the time changes for all events. The CAA Transformational Leadership Forum is on MONDAY, SEPTEMBER 19, 2016 from 9 a.m. 5 p.m. and the FEE IS $200. The CAA Regional Chapters and Board meeting is TUESDAY, SEPTEMBER 20, 2016. Each event requires a separate RSVP.

We will have a Board dinner on MONDAY so please let us know if you will have a guest.

HOTEL RESERVATIONS
We made reservations for those who contacted our office and provided a confirmation number. You should contact the hotel at 619-238-1818 with a credit card to confirm your reservation.

The Westgate Hotel
1055 Second Avenue
San Diego, CA 92101
(619) 238-1818
RANGE: $199

SCHEDULE OF EVENTS
Monday, September 19, 2016
  9 a.m. – 5 p.m.      Riviera Room  CAA Transformational Leadership Forum
  6-9 p.m.            Westgate Room  CAA Board Dinner with Guests

Tuesday, September 20, 2016
  8-10 a.m.         Riviera Room  CAA Strategic Planning Meeting
  10 a.m. - Noon    Riviera Room  CAA Regional Presidents
  Noon – 3:30 p.m.     Riviera Room  CAA Board of Directors Lunch/Meeting

PARKING
PARKING: $36 Valet. No self-parking.

AIRPORT TRANSPORTATION
Airport taxi is approximately $20. Hotel does not have shuttle. Uber is available.

DRESS
Dress is business casual
CAA BOARD OF DIRECTORS
AGENDA
THE WESTGATE – SAN DIEGO – Riviera Room
Tuesday, September 20, 2016  Noon-3:30 p.m.

BUFFET LUNCHEON

1) CALL TO ORDER  CATHY REMPEL, PRESIDENT
   a) Pledge of Allegiance
   b) Roll Call – Board of Directors Roster  Attachment Pages 1-2
   c) Introductions
   d) Recognize Past Presidents to Vote

2) ANTI-TRUST STATEMENT  LESSING GOLD, LEGAL COUNSEL

3) MINUTES  RICH WHITLOCK, SECRETARY
   a) Board of Directors May 5, 2016 for Approval  FOR VOTE: Pages 3-17

4) PRESIDENT’S REPORT  CATHY REMPEL, PRESIDENT

5) TREASURER’S REPORT  DAVID MICHEL, TREASURER
   a) Financial Statement Second Quarter 2016  Attachment Pages 18-26

6) BUSINESS OPERATIONS COMMITTEE REPORT  DAVID MICHEL, CHAIR

7) LEGAL REPORT  LESSING GOLD, LEGAL COUNSEL

8) GOVERNMENT RELATIONS COMMITTEE REPORT  TIM WESTPHAL  Attachment Pages 27-28

9) SALES AND MARKETING COMMITTEE REPORT  CATHY REMPEL, CHAIR
   a) Transformational Leadership Platform
      a) Partnerships
      b) Sponsors
   b) Events

10) COMMUNICATIONS COMMITTEE REPORT  DAVID MORGAN, CHAIR
    a) Website and social media
    b) Mirror Editorial and Advertising

11) PUBLIC SAFETY LIAISON COMMITTEE REPORT  MARK SIMPSON, CHAIR
    a) SIAC – Jon Sargent

12) SCHOLARSHIP PROGRAM COMMITTEE REPORT  LILIANNE CHAUMONT, CHAIR
    a) 2016 Scholarship Program
    b) Regional Scholarship Ambassadors  Attachment Page 37

13) MEMBERSHIP COMMITTEE REPORT  LARRY ST. JOHN, CHAIR
    a) CAA Member Changes 2016  Attachment Page 38
14) TECHNOLOGY/INDUSTRY TRENDS COMMITTEE REPORT
DAVID HOOD, CHAIR

15) ESA REPORT
CATHY REMPEL

16) WBFAA COMMITTEE REPORT
MATT WESTPHAL, CHAIR
a) National Training School
b) WBFAA Apprenticeship Program
c) WBFAA Online Continuing Education  www.wbfaatraining.net

17) LOCAL ASSOCIATION REPORTS
   a. East Bay Alarm Association        Mike Salk
   b. Golden Gate Alarm Association     David Hood
   c. Redwood Alarm Association         Sean Cooke
   d. Greater Los Angeles Alarm Association  Tom Rankin
   e. Greater Valley Alarm Association  Joe Castro
   f. Inland Empire Alarm Association    Matt Standiford
   g. Mid Cal Alarm Association         Michael Tarin
   h. Orange County Alarm Association   Steve Maris
   i. Sacramento Area Alarm Association  Leanne Boger
   j. San Diego Alarm Association       Jason Beardsley
   k. Silicon Valley Alarm Association  Mark Simpson

18) ISC EXPO/SECURITY INDUSTRY ASSOCIATION
MATT WESTPHAL
   a) CAA ISC West 2017

19) BSIS

20) CAA OFFICE UPDATE AND STATUS
JERRY LENANDER, EXECUTIVE DIRECTOR
   a) CAA Regional Chapter Meeting Support  Attachment Pages 47-48

21) OLD BUSINESS
   a) CAA Nominating Committee  Attachment Page 49

22) NEW BUSINESS

23) ADJOURNMENT
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1) CALL TO ORDER @ 2:11  
   CATHY REMPEL, PRESIDENT
   a) Pledge of Allegiance
   b) Roll Call – Board of Directors Roster
      a) Cathy Rempel - present
      Tim Westphal - present
      Chuck Petrusha - present
      Dave Michel - present
      Mike Matson - present
      Rich Whitlock - present
      Sam Aviles - present
      John Hopper - absent
      Jon Sargent - absent
      Mike Salk- absent
      Sean Cooke- absent
      Tom Rankin- present
      Joe Castro- present
      Matt Standiford- present
      Michael Tarin- present
      Steve Maris- absent  Bill Collins - present
      Leanne Boger- present
      Jason Beardsley- absent  Chris Kwast - present
      Larry St. John - present
      Mark Simpson - present
      Holley Hunt - absent
      Lillian Chaumont - present
      Dave Hood - present
      Les Gold - present
      Charles Schwager - present
      Dan Van Hart Jr. - present
      Jerry Lenander - present
   c) Introductions
   d) Recognize Past Presidents to Vote
      a) Bob Michel
      b) Matt Wesphal

2) ANTI-TRUST STATEMENT LESSING GOLD, LEGAL COUNSEL

3) MINUTES  
   RICH WHITLOCK, SECRETARY
   a) Board of Directors March 16, 2016 for Approval
      a) Motion / Second / Pass ~ Chuck Petrusha / Chris Kwast / All

4) PRESIDENT’S REPORT  
   CATHY REMPEL, PRESIDENT
   a) Mid point of year.  Thanked everyone on team
   b) Relevant and Inclusive Transformational Leadership Platform
   c) Affiliate membership with SIA
   d) Recognized Committee Chairs
   e) Thanked Regional Presidents
   f) Jerry Lenander and his team
   g) Continuing Leadership Forum
      a) September 20th in San Diego
   h) Building Conventions
a) Exciting keynote speakers
   i) Similar attendance levels, but with new faces

5) TREASURER’S REPORT          DAVID MICHEL, TREASURER
   a) Reviewed 2015 financials
   b) Discussed 2016 budget revisions
   c) Statement of Revenues and Expenses
      a) REVENUE:
         (1) Overall, revenue was $1,729 below budget.
         (2) Dues were $2,070 below budget.
         (3) ESA training proceeds were $840 above budget.
         (4) We wrote off $750 of meetings revenue from last year.
      b) EXPENSES:
         (1) Overall, expenses were $9,444 below budget.
         (2) Several expense categories were below budget – many of them significantly, such as Industry
             Programs, Insurance, Legal & Consulting, ESA Meetings, President’s Allowance and Travel,
             Scholarship, and Other Expenses and Contingencies.
         (3) Board meetings and Leadership Training were over budget.
         (4) Bottom line: We show a net profit for Q1 of $14,840. This is $7,715 ahead of budget.
      c) ASSETS
         (1) Cash on hand as of 3/31/16 was $113,985 after payment of W15 expenses. With $20,463 in
             the money market. This is in part due to advance payments for the Palm Springs convention.
         (2) Dues AR was $10,854. (Down 14% from $12,753 at Q4).
      d) LIABILITIES
         (1) General Accounts Payable was $9,614.
         (2) Unearned Revenue – State Dues - $13,157. This is primarily advance payment by the national
             companies.
      e) PAC Fund billing and collection
         (1) We are still collecting about $6,000 in PAC Funds per quarter.
         (2) PAC Fund balance as of 3/15/16 was $16,474.53

6) BUSINESS OPERATIONS COMMITTEE REPORT  DAVID MICHEL, CHAIR
   a) Little to report
      a) Cleaned up a/r
      b) Cleaned up bad debt

7) LEGAL REPORT              LESSING GOLD, LEGAL COUNSEL
   a) 7599 business and professions code; requires BSIS # of employee on agreements
      a) If employee is to new, recommends you still put new employees name on agreement
   b) Electronic signature on contracts are now accepted effective January 2016
      a) Questions on 3 day right to rescind - can also go electronically
   c) Action against PERS company and robo calling
      a) DCA is looking for consumers that are contacted by robo calls and are willing to record calls and
         share with Department of Consumer Affairs

8) GOVERNMENT RELATIONS COMMITTEE REPORT  TIM WESTPHAL
   a) CAA Day on Capitol Hill Sacramento – 2016
      a) The Day on Capitol Hill on March 16, 2016 had slightly less attendance than last year but was an
         effective day of relationship building for the alarm industry and our state government. The day
         started off with a great interactive briefing from Sarah Mason Consultant for the Senate Business
         and Professions Committee and Trent Smith. Attendees then had a structured tour and meetings
         with their representatives followed by an end of day briefing.
   b) DCA contacted lobbyist, Trent Smith, to review the language of proposed legislation to suspend
      license of alarm company this is LLC that fails to maintain required liability insurance.
   c) AB 2405          Amended: 4/13/2016          Employment: employees: time off. Existing
      law prohibits an employer who employs 25 or more employees working at the same location from
discharging or discriminating against an employee who is a parent, as defined, having custody of a child in a licensed child day care facility or in kindergarten or grades 1 to 12, inclusive, for taking off up to 40 hours each year to find, enroll, or reenroll their child in a school, to participate in school activities, or address emergency situations at school, subject to specified conditions. Existing law requires an employee to use vacation or other paid time off when taking time off under these provisions and authorizes the use of unpaid time off, to the extent made available by the employer. This bill would require an employer to annually provide an employee at least 24 hours of paid time off for the purposes of a planned absence under these provisions, except as specified, and would instead authorize an employee to use vacation or paid time off, or use unpaid time off, if available, when taking time off under these provisions. This bill contains other related provisions.

d) **AB 2535** Amended: 4/25/2016 Employment: wages: itemized
statement. Existing law requires an employer to provide his or her employee an accurate itemized statement in writing containing specified information, either semimonthly or at the time the employer pays the employee his or her wages. That specified information includes showing total hours worked by the employee, unless the employee’s compensation is solely based on a salary and the employee is exempt from payment of overtime under a specified statute or any applicable order of the Industrial Welfare Commission. This bill would additionally exempt from that requirement for information on total work hours an employee exempt from payment of minimum wage and overtime under specified statutes or any applicable order of the Industrial Welfare Commission.

e) **SB 468 (Bill D) Alarm Companies: limited liability companies**. In assembly held at desk 6/2/2015 Introduced: 2/25/2015 Status: Inactive File on request of Assembly Member Holden Location: Inactive File Summary: Current law, until January 1, 2016, authorizes an alarm company operator to conduct a business as a limited liability company if the alarm company operator holds a valid license issued to that exact same limited liability company. For purposes of the California Revised Uniform Limited Liability Company Act, current law, until January 1, 2016, defines a “licensee” to include a limited liability company. This bill would extend the operation of that definition provision to January 1, 2020.

Throughout the year, SB 468 was amended several times to make statutory changes focused on firearm permits. The alarm contracts provisions remain unchanged.

New language would have required alarm companies to provide separate notifications of an automatic renewal clause that appears “prior to any other terms and conditions” in the contract. In addition, the new language would have required alarm companies to provide notice to consumers for all existing contracts as they approached their renewal date.

Our lobbyist, Edelstein Gilbert Robson & Smith, LLC were able to negotiate some substantial changes to the language. Rather than placing the new requirements in the body of the main contract prior to any other conditions, an alarm company would be required to provide a separate distinct notice. In addition, this notice could be included on the same document that includes the three-day right to cancel. They were also able to convince BSIS and DCA that requiring notice to all current customers at the time their contracts are renewing would be very burdensome for alarm companies. This provision was removed from the bill. DCA and BSIS would like these new disclosure requirements to apply to both residential and commercial contracts. However, the language agreed upon was unclear.

Ultimately, SB 468 was made into a two-year bill, which means it will be pursued further early in 2016. Our newly negotiated language was not amended into the bill. The delay in moving the bill forward this year was requested by DCA to provide more time negotiating firearms related provisions of the bill. One of the issues that DCA would like to discuss is whether the firearms provisions of the bill should be applied to alarm companies that employ their own security patrol. The firearms language currently in the bill does not apply to alarm companies.

The CAA should be prepared to discuss the firearms issue in the coming months. In addition, CAA should more carefully study and evaluate the automatic renewal language, as final language will need to be amended into the bill in January. The Committee will be reviewing all of the proposed changes during the several months to provide input to our lobbyists. The Committee will have further on this bill by the December meeting in San Francisco.

**Position** Watch Closely
f) AB 2407  Introduced: 2/19/2016  Workers’ compensation. Existing law establishes a workers’ compensation system, administered by the Administrative Director of the Division of Workers’ Compensation, that generally requires employers to secure the payment of workers’ compensation for injuries incurred by their employees that arise out of, or in the course of, employment. Existing law requires an employer to provide all medical services reasonably required to cure or relieve the injured worker from the effects of the injury. This bill would, if the employee’s injury affects his or her back, require a provider to assess the employee’s level of risk for chronic back pain and whether he or she meets the criteria for a surgical consultation. The bill would set forth the treatments that may be deemed appropriate after the assessment, as specified.

f) AB 2503  Introduced: 2/19/2016  Workers’ compensation: utilization review. Existing law establishes a workers’ compensation system, administered by the Administrative Director of the Division of Workers’ Compensation, to compensate an employee for injuries sustained in the course of his or her employment. Existing law requires every employer, for purposes of workers’ compensation, to establish a utilization review process to prospectively, retrospectively, or concurrently review and approve, modify, delay, or deny, based in whole or in part on medical necessity to cure and relieve, treatment recommendations by physicians prior to, retrospectively, or concurrent with the provision of medical treatment services, as provided. Existing law requires prospective or concurrent decisions to be made in a timely fashion that are appropriate for the nature of the employee’s condition. Existing law also requires that decisions to approve, modify, delay, or deny requests by physicians for authorization prior to, or concurrent with, the provision of medical treatment services to employees be communicated to the requesting physician within 24 hours of the decision. This bill would clarify that the requirement that prospective or concurrent decisions be made in a timely fashion is in addition to the requirement that decisions to approve, modify, delay, or deny requests by physicians for authorization prior to, or concurrent with, the provision of medical treatment services to employees be communicated to the requesting physician within 24 hours of the decision. The bill would also make technical changes.

g) AB 2707  Introduced: 2/19/2016  Stop Consumer Racial Profiling Act of 2016. Existing law, the Unruh Civil Rights Act, states that all persons within this state are free and equal, and no matter what their sex, race, color, religion, ancestry, national origin, disability, medical condition, genetic information, marital status, sexual orientation, citizenship, primary language, or immigration status are entitled to the full and equal accommodations, advantages, facilities, privileges, or services in all business establishments. Under existing law, the Department of Fair Employment and Housing is responsible for receiving, investigating, conciliating, mediating, and prosecuting complaints alleging a violation of the act. This bill would enact the Stop Consumer Racial Profiling Act of 2016, which would prohibit a business establishment from using consumer racial profiling, as defined. The bill would also make the Department of Fair Employment and Housing responsible for the enforcement of the act.

h) SB 1342  Introduced: 2/19/2016  Wages: investigations: subpoenas. Existing law authorizes the Industrial Welfare Commission to subpoena witnesses. Existing law provides that if a person fails to comply with an order or subpoena of the commission or a witness refuses to testify to any matter regarding which he or she may lawfully be interrogated before any wage board or the commission, it shall be the duty of the superior court to compel obedience in a manner by which such obedience could be compelled in a proceeding pending before the court. This bill would authorize a board of supervisors of a county or a legislative body of a city to delegate that board or body’s authority to issue subpoenas, by resolution or ordinance, to a county or city officer or department head for the purpose of conducting investigations to enforce local wage laws. The bill would require these subpoenas to only be issued for purposes of obtaining records and testimony reasonably necessary to determine if a local wage ordinance was violated, to be reviewed by the county counsel or city attorney, and signed by the designated officer or department head before it is issued. The bill would provide that if any person so duly subpoenaed to appear and give evidence or to produce any books or papers before the designated officer or department head, neglects or refuses to appear, or to produce any books or papers, as required by the subpoena, or refuses to testify or answer any questions that the designated officer or department head decides are proper and pertinent, he or she shall be in contempt, and the designated officer or department head shall report that fact to the judge of the superior court of the county.
i) SB 1406  Introduced: 2/19/2016  Construction-related accessibility: public entities. Existing law provides that individuals with disabilities or medical conditions have the same right as the general public to the full and free use of the streets, highways, sidewalks, walkways, public buildings, medical facilities, including hospitals, clinics, and physicians’ offices, public facilities, and other public places. Existing law requires an attorney who sends or serves a complaint containing a claim of a violation of any construction-related accessibility standard, as defined, with respect to a place of public accommodation, to send a copy of the complaint to the California Commission on Disability Access within 5 business days of sending or serving the complaint and notify the commission of judgment, settlement, or dismissal of the claim or claims alleged in the complaint and other specified information within 5 business days of the judgment, settlement, or dismissal. This bill would also require an attorney who sends or serves a complaint alleging a construction-related accessibility claim, as defined, against a public entity to send a copy of the complaint and submit the notification of judgment, settlement, or dismissal to the commission, as described above.

j) AB 2230  Introduced: 2/18/2016  Workers’ compensation: language interpreters. Existing law establishes a workers’ compensation system, administered by the Administrative Director of the Division of Workers’ Compensation, that generally requires employers to secure the payment of workers’ compensation for injuries incurred by their employees that arise out of, or in the course of, employment. Existing law requires an employer to provide all medical, surgical, chiropractic, acupuncture, and hospital treatment that is reasonably required to cure or relieve the injured worker from the effects of his or her injury, and makes the employer liable for the reasonable expense incurred by or on behalf of the employee in providing treatment, as specified. This bill would require the interpreter to be an interpreter of the employee’s choice under both circumstances. The bill would also authorize the employer to select the interpreter if interpretation services are required and the employee has not selected an interpreter. This bill contains other related provisions and other existing laws.

k) AB 2261  Introduced: 2/18/2016  Division of Labor Standards Enforcement: duties. Existing law authorizes any person who believes that he or she has been discharged or otherwise discriminated against in violation of any law under the jurisdiction of the Labor Commissioner to file a complaint, as specified, with the Division of Labor Standards Enforcement, which is within the Department of Industrial Relations, and requires the commissioner to establish procedures for the investigation of discrimination complaints. This bill would authorize the division to, with or without receiving a complaint from an employee, commence an investigation, issue a citation, or bring an action against an employer who discharges or otherwise discriminates against an individual in violation of any law under the jurisdiction of the Labor Commissioner.

l) SB 1166  Introduced: 2/18/2016  Unlawful employment practice: parental leave. Existing law prohibits an employer from refusing to allow a female employee disabled by pregnancy, childbirth, or a related medical condition to take a leave for a reasonable time of up to 4 months before returning to work. Existing law also prohibits an employer from refusing to maintain and pay for coverage under a group health plan for an employee who takes that leave, as specified. This bill would prohibit an employer from refusing, as specified, to allow an employee to take up to 12 weeks of parental leave to bond with a new child within one year of the child’s birth, adoption, or foster care placement. The bill would also prohibit an employer from refusing to maintain and pay for coverage under a group health plan for an employee who takes this leave.

m) SB 1167  Introduced: 2/18/2016  Employment safety: indoor workers: heat regulations. Under existing law, the Occupational Safety and Health Act of 1973, the Division of Occupational Safety and Health investigates complaints that a workplace is not safe and may issue orders necessary to ensure employee safety. Under existing law, the division has adopted regulations establishing a heat illness prevention standard for outdoor workers. This bill would require the division, by July 1, 2017, to propose to the standards board for its adoption, a heat illness and injury prevention standard applicable to indoor workers that provides equal or greater protection. Because this bill would expand the definition of an existing crime, it would impose a state-mandated local program. This bill contains other related provisions and other existing laws.

n) SB 1175  Introduced: 2/18/2016  Workers’ compensation: requests for payment. Existing law establishes a workers’ compensation system, administered by the
Administrative Director of the Division of Workers' Compensation, to compensate an employee for injuries sustained in the course of his or her employment. Existing law requires the employer to provide medical, surgical, chiropractic, acupuncture, and hospital treatment, as specified that is reasonably required to cure or relieve the injured worker from the effects of his or her injury. Existing law requires a provider of those services to submit, among other documents, its request for payment with an itemization of services provided and the charge for each service. Existing law also requires the employer to reimburse the employee for his or her medical-legal expenses, as specified. This bill would require, effective for services on or after January 1, 2017, that requests for payment with an itemization of services provided and the charge for each service be submitted to the employer within 12 months of the date of service or within 12 months of the date of discharge for inpatient facility services. The bill would also require, effective for services provided on or after January 1, 2017, that all bills for medical-legal evaluation or medical-legal expense be submitted to the employer within 12 months of the date of service in the manner prescribed by the administrative director. The bill would provide that requests for payment and bills for medical-legal charges are barred unless timely submitted. The bill would require the administrative director to adopt rules governing these requirements, as specified, including rules defining circumstances that constitute good cause for exceptions from these requirements.

SB 1093  Introduced: 2/17/2016  Property taxes: assessment: commercial and industrial property. The California Constitution generally limits ad valorem taxes on real property to 1% of the full cash value of that property. For purposes of this limitation, "full cash value" is defined as the assessor’s valuation of real property as shown on the 1975-76 tax bill under "full cash value" or, thereafter, the appraised value of that real property when purchased, newly constructed, or a change in ownership has occurred. This bill would state the intent of the Legislature to enact legislation necessary to implement the transition to the assessment of commercial and industrial property on a periodic basis as would be provided pursuant to Senate Constitutional Amendment 5 of the 2015-16 Regular Session, as provided.

AB 1843  Introduced: 2/9/2016  Applicants for employment: criminal history. Existing law prohibits an employer, whether a public agency or private individual or corporation, from asking an applicant for employment to disclose, or from utilizing as a factor in determining any condition of employment, information concerning an arrest or detention that did not result in a conviction, or information concerning a referral or participation in, any pretrial or posttrial diversion program, except as specified. Existing law also prohibits an employer, as specified, from asking an applicant to disclose, or from utilizing as a factor in determining any condition of employment, information concerning a conviction that has been judicially dismissed or ordered sealed, except in specified circumstances. Existing law makes it a crime to intentionally violate these provisions. This bill would also prohibit an employer from asking an applicant for employment to disclose, or from utilizing as a factor in determining any condition of employment, information concerning specific juvenile court actions or custodial detentions. This bill contains other related provisions and other existing laws.

AB 1722  Introduced: 1/28/2016  Limited liability companies: dissolution: cancellation of articles of organization. Existing law, the California Revised Uniform Limited Liability Company Act, authorizes a limited liability company to have any lawful purpose, except as specified. A limited liability company is an entity distinct from its members. Existing law authorizes one or more persons to form a limited liability company by, among other things, signing and delivering articles of organization to the Secretary of State. Under existing law, a limited liability company is a member-managed limited liability company unless the articles of organization contain a statement that the limited liability company is to be manager managed. Under existing law, the operating agreement governs, among other things, relations among the members as members and between the members and the limited liability company and the activities of the limited liability company. This bill would instead require the vote of 50% of the voting interests of the members of the limited liability company to dissolve. This bill contains other related provisions and other existing laws.

AB 1676  Introduced: 1/19/2016  Employers: salary information. Existing law imposes various restrictions on employers with respect to applicants for employment. A violation of those restrictions is a misdemeanor. This bill would prohibit an employer, including state and local
government employers, from seeking salary history information about an applicant for employment, except as otherwise provided. The bill would require an employer, except state and local government employers, upon reasonable request, to provide the pay scale for a position to an applicant for employment. The bill would specify that a violation of its provisions would not be subject to the misdemeanor provision.

9) SALES AND MARKETING COMMITTEE REPORT
CATHY REMPHEL, CHAIR

10) LEADERSHIP DEVELOPMENT COMMITTEE REPORT HOLLEY HUNT, CHAIR
Cathy Rempel asked for me to accept this role as Leadership Chair more as an “ambassador” to reach out to other industries and associations outside the CAA.

a) Our goal is to attract not only new membership, but also to be inclusive to the eco-system converging upon us. Electronic security, physical security, logical security, monitoring, IT and other technologies are all coming together, creating a vortex of disruption and opportunity. “Venture out and see how other associations are thriving, and how they are evolving in disruptive times.” This came after a conversation Cathy and I had around building resilience in the life-cycle of an organism. The CAA can be considered an organism: a dynamic and living group, starting a new lifecycle, with the need to evolve into a modern organization.

The CAA can be described by John Costi in the book, X-EVENTS:
“...to all of us, who think our complex companies can continue growing without consequence. The X-event will change us forever, good or bad.”

Does our Membership understand the complex times we live in?
Will they survive or thrive?

In this past year I have attended, moderated, and spoke at over 20 conferences and workshops across all parts of the security eco-system searching for meaningful and relevant data to share with our membership regarding the complex convergence of the industry around us.

- The three most prolific subjects across all stakeholders in the security industry is the concern about our infrastructure and need to focus on to building resilience for the future.

- The three main focus areas prevalent on the minds of those in the eco-system: People, Process, and Technology.

People: The people that everyone are talking about: Millennials! They here to stay as co-workers and clients. How are you adapting to leverage the largest demographic? I have included key points from Security Info Watch to help better understand this group. In 2015, Millennials became an economic force, making buying decisions. Forbes Magazine 5 tips on how to attract these customers is included below, along with thoughts on how this applies to our part of the eco-system.

Process: This is a diverse subject, and I believe it starts with successful succession planning. What is your vision of your organization from leadership culture, to the solutions you provide? What is the process of your organization? Who is your successor to follow through on the vision? How deep have you planned?

- I urge the membership to understand and embrace the fact that we need their support in this endeavor, specifically a person to contribute an investment of time and mind share into the future leadership of the CAA.

Technology: IoT and the rapid adaptation of new and updated technology which continues to drive and shape our future. I’m happy to share an insightful report for thought leadership below by Fast Company’s 15 “Mind-Blowing Stats” which demonstrates the potential of IoT in the next five to ten years. Any of these ideas could be the next revenue opportunity for your organization. Please use this Leadership report to ignite a brainstorm on the future of your company’s RMR. If we look at everything we install today as a data collector, a sensor: cameras, motions detectors, dry contact closures; they all collect data. I have included a case study on how your organization may evolve from being just a security company to a professional services organization providing “Business or Home Intelligence”.

- Everything in the future is a device or sensor providing data, how are you going to make cents of all that data!?
How is our Membership strategically preparing?

1. People: Thought Leadership notes around Millennials

The balance of this report is based upon and includes valuable information from research I have done, along with sources. Most of the staffing research involves the evolving age diversity in the work place and how to leverage the strengths of Millennials.

“Remember, children are our future...and there’s nothing we can do about it.”
- Steve Rosenfield, Comedian

Millennial Employment stats / from Security Info Watch:

- Traditionalists (born before 1946) – A bit out of touch with modern life, almost universally admired by other generations.
- Baby Boomers (born 1946-1965) – Authoritarian, resistant to change, less technology inclined, competitive, judgmental of differing opinions.
- Generation X (born 1966-1980) – Cynical, hesitant to share information, prefer to work alone.

Despite their differences, each generation also delivers value to the organization in their own unique ways. When it comes to on-the-job strengths, for example, Traditionalists provide stability, while Baby Boomers tend to be service-oriented team players. For their part, Generation Xers are adaptable and technology literate, while Millennials excel at being tech-savvy multi-taskers.

Forbes Magazine

2015 The Year of the Millennial Customer: 5 Key Traits These 80 Million Consumers Share

In this article Forbes shares that Millennials are your customers!

80 million in the U.S. alone—aare about to become the most important customers your business has ever seen. Millennials are not only the largest generation in U.S. and world history, they’re on the cusp of commanding the largest wallet power as well. It’s estimated they’ll be spending $200 billion annually by 2017 and $10 trillion over their lifetimes as consumers, in the U.S. alone.

1. Millennials expect technology to simply work—so you’d better make sure that it does.
   - They’ve grown up with digital devices that bundle communication, entertainment, shopping, mapping and education all in one.
   - From an early age, smartphone use has been the norm.
   - Millennials have always had Internet at home and in school.

As marketer J.D. Peterson puts it, “Millennials simply expect technology to work, because that’s been their experience. Remember the ‘blue screen of death’ that users would get on their PCs? And how Mac users had the dreaded icon of a bomb when things went bad? When I’ve made these references to millennials, they don’t even register, because the computers and devices they’ve grown up with essentially never crash.” … and mobile is the technology closest to their hearts.

2. Millennials are a social generation—and they socialize while consuming (and deciding to consume) your products and services.

Millennials are a sociable generation. And for millennials, this sociability is expressed online as well as in real life (“IRL”), particularly in the many arenas where online and offline activities and circles of friend’s overlap.

- Offline, millennials like to shop, dine and travel with groups, whether these are organized interest groups, less formal groupings of peers or excursions with extended family, according to Boston Consulting Group data.

   How do we attract Millennials to the CAA and membership organizations to leverage their though leadership and ensure succession of the association?

- Online, their sharing habits on Facebook, Snapchat and other social sites, and the opinions they offer on Yelp, TripAdvisor and Amazon reflect their eagerness for connection, as do their electronic alerts to friends and followers (via Foursquare et al.) that show off where they are, where they’re coming from and where they’re headed—online alerts that reflect and affect behavior in the physical world.

Related Sidenote:
In Dr. John Costi’s book, *Mood Matters*, he defines the fruitful future that you can unlock as you manage the social group mood. It will be everything that we manage in the future.

*I believe, like we manage our credit ratings today, we will manage the data of the social mood through business intelligence tomorrow. That is money that security sensors can take to the bank! How will you apply this logic?*

Case Study: One of the largest multi-tenant mixed use property management companies who decided that their customer approval rating was a number one key performance indicator (KPI) also known as a goal that they will measure. When achieved, it returned shareholder value, AKA revenue.

- Through online social media surveys, their customers told them that personal safety was their number one reason for choosing where to live and thrive. Technology was the second.
- Using the security technology to give hard data, the property management company could change the social mood about regarding their service.
- They use all the intrusion, fire, CCTV and data storage devices as the business intelligence sensors to provide the business intelligence.
- The company managing all these systems now has a new RMR is aggregating data, providing new insights.

**The Most Surprising Group They Socialize with? Their Parents:** Here’s a revolutionary fact about millennials: They get along with their parents. According to Pew, teenagers today get into fewer fights with their parents than Mom and Dad did with theirs as teens. According to authors Joeri Van den Bergh and Mattias Behrer:

- Six out of 10 teens eat with their family four or more nights per week.
- Incredibly, 85% of teens name one of their parents as their best friend, rather than naming a peer.
- More than a third of millennials of all ages say they influence what products their parents buy, what shops and restaurants they visit and what trips they take.

*Social Media data for your company is the gold standard that brands will be traded on.*

**How are you going to leverage this information to look for ways to leverage technology?**

3. **They collaborate and cooperate—with each other and, when possible, with brands**

Millennials have a positive, community-oriented “we can fix it together” mindset. Millennials want everyone to get along, and they think everyone should be able to.

- They don’t necessarily see a clear boundary between the customer and the brand, the customer and marketer, and the customer and service provider. Alex Castellarnau at Dropbox, the popular file transfer service, put it to me this way: With millennials, “a new brand, service or product is only started by the company; it’s finished by the customers.
- Millennials are a generation that wants to co-create the product, the brand, with you.
- Companies that understand this and figure out ways to engage in this co-creation relationship with millennials will have an edge.”

*Like Uber and Air BnB provide the platform, how can your company be the next platform developed by your customers?*

4. **They’re looking for adventure (and whatever comes their way).**

Millennial customers crave the joy of adventures and discoveries, whether epic or every day. Millennials often view commerce and even obligatory business travel as opportunities rather than burdens, due to the adventures that can be had along the way. I’m reluctant to chalk up this phenomenon to youthful wanderlust alone, because the breadth of experiences this generation craves suggests there’s something more at work:

- Far more millennials than non-millennials report a desire to visit every continent and travel abroad as much as possible, according to Boston Consulting Group.

*How can you leverage technology to offer confidence while all these young people travel?*

5. **They’re passionate about values—including the values of companies they do business with**

*Your customers care about you! Leverage their connections they will promote you!*

**II. Technology**

The home automated system market, another IoT vertical, has grown significantly in the past years.

- By 2020, the *global smart home market* is forecast to grow to nearly 60 billion U.S. dollars.
- The use of IoT extends to all types of buildings, as well as to the *automotive industry*, creating not only smart homes, but also smart cars and offices, and eventually *smart cities*.
- The Future IOT market – 6.4 billion devices connected by the end of 2016.
Fast Company “Mind-Blowing Stats” demonstrates the potential of IoT in the next five to 10 years. 
http://www.gartner.com/newsroom/id/3165317

1. In 2008, there were already more “things” connected to the Internet than people. By 2020, the amount of Internet-connected things will reach 50 billion, with $19 trillion in profits and cost savings coming from IoT over the next decade.

2. Connected homes will be a huge part of the Internet of Things. By 2019, companies will ship 1.9 billion connected home devices, bringing in about $490 billion in revenue. Google and Samsung are already ahead of the pack. Google bought smart thermostat maker Nest Labs last year for $3.2 billion, and Samsung purchased connected home company SmartThings for $200 million.

3. Right now, most IoT smart devices aren’t in your home or phone; they are in factories, businesses and health care. By 2025, the total global worth of IoT technology could be as much as $6.2 trillion—most of that value coming from devices in health care ($2.5 trillion) and manufacturing ($2.3 trillion).

4. Only 0.06% of things that could be connected to the Internet currently are, which means 10 billion things out of the 1.5 trillion that exist globally are currently connected.

5. By 2020, it’s estimated that 90% of cars will be connected to the Internet as compared to 10% in 2012.

6. The connected kitchen will contribute at least 15% savings in the food and beverage industry by 2020.

7. By equipping street lights with sensors and connecting them to the network, cities can dim lights to save energy, only bringing them to full capacity when the sensors detect motion. This can reduce energy costs by 70% to 80%.

8. GE estimates that convergence of machines, data, and analytics will become a $200 billion global industry over the next three years.

9. More than two-thirds of consumers plan to buy connected technology for their homes by 2019, and nearly half say the same for wearable technology. Smart thermostats are expected to have 43% adoption in the next five years.

10. In 2008, Proteus Digital Health created a pill with a tiny sensor inside of it. The sensor transmits data about when a patient takes his medication and pairs with a wearable device to inform family members if it’s not taken at the right time.

11. A whopping 94% of all businesses have seen a return on their IoT investments.

12. Wearables will become a $6 billion market by 2016, with 171 million devices sold, up from $2 billion in 2011 and just 14 million devices sold.

13. Currently, 7% of consumers own a wearable IoT device, and 4% of consumers own an in-home IoT device. Nearly two-thirds of consumers plan to buy an in-home device in the next five years, and wearable technology ownership will double by 2015—increasing from 7% in 2014 to 14% by 2015. By 2016, wearable technology is expected to double again and reach a total of 28% adoption rate.

14. Among wearable technology devices, wearable fitness applications and technology stand to see the most growth in the short term, with 13% of consumers planning to purchase within the next year and a total of 33% looking to adopt in the next five years. Smartwatches are the second most popular wearable device, with 5% planning to purchase in the next year and a total of 23% planning to adopt in the next five years.

15. Although the mass adoption of connected technology is likely in the long term, the majority of consumers (87%) haven’t heard of the term “The Internet of Things.”

The Internet of Things is here and it’s growing rapidly. Internet of Things (IoT) or Internet of Everything (IoE) refers to devices or objects that are connected to the Internet, like your smartwatch, Fitbit, or even your refrigerator. These devices are able to collect and transmit data via the Internet, contributing to our big data world.

III. Process- A Beginning, Middle, and End

Succession planning is a long term strategic process and one that I am concerned for at a chapter level.

- Leadership within the CAA - Who are you mentoring?

I challenge every board member, officer and chair to be working on their succession plan to help the evolution of the association. Some chapters will be looking at going dark, how do we change that? What’s the succession plan? We need to develop our next generation security leaders.

The last story that wanted to share, I heard at church in a sermon over 15 years ago. Our Pastor was perplexed on the shrinking membership, and sought the answers through prayer and guidance. He eventually realized everything has a lifecycle; a beginning, middle and an end.
He then announced that we were dying and at the end of our life. It was decided that our church needed to merge with another church to continue to grow. We were experiencing an “X-event”. Many people worried about our traditions and how things will continue in the process. We forget how traditions and following the way that “it’s always been done”, is a process that kills an organization, and often stifles growth.

What traditions and process keep us from growing?
In my responsibilities in providing leadership vision to the association, I hope that in reading this report you share the passion that I have had in conducting the research over the past year. I’ve seen the possibilities of what this information can mean for your company’s future business strategy. I challenge you to talk amongst your peers at the conference and find out how they are addressing the “X-Event” in their future.

Lifecycle management- everything: people families, groups of peers, and the CAA has a finite existence before it evolves or dies. I’m looking forward to the transformation with you all.

11) PUBLIC SAFETY LIAISON COMMITTEE REPORT  MARK SIMPSON, CHAIR
a)  SIAC – Jon Sargent, Ron Walters
b)  San Diego –  
Andrew Hoffman, a San Diego Police Lieutenant called Jon Sargent with questions about their long-time but dormant proposed alarm ordinance. To answer his questions Jon provided SIAC materials (model ordinance info & language, ECV info & resolutions from IACP and National Sheriffs Associations, the SIAC Best Practices paper, and an excerpt from the Alarm Company Act. The Lieutenant said he intends to get the draft finalized with the city attorney and get it ready for a future city council meeting. He mentioned that officer Hilda Gonzalez-Reed has been brought back to do some work on this project (and Hilda confirmed this with Jon). Jon asked that we be kept informed so the SCSA can be involved in their final draft and support the ordinance when it goes to city council.
c)  Many are unaware that a master list for alarm ordinances & policies the United States is on the SIAC website.  Go to: www.siacinc.org  Access the list in upper left corner in "For Law Enforcement" box - click on the bottom link there:  "List of Cities - REQUIREMENTS"  Search the list by state first, then by the municipality.  Data with some jurisdictions can change without notice so please read the disclosure on page 1.
This list is provided as a benefit from SIAC by Tyco Integrated Security.
d)  Los Angeles Fire Department, CAA is involved in helping with new ordinance.  Meeting of stake holders coming in the next few months
e)  Culver City, Tom Rankin representing GLASAA will contact Culver City Police for GLASAA’s review of their new ordinance.
f)  Noted: Aspen Colorado Fire Dept is volunteer.
  a)  1) Aspen fire board is requiring testing & inspection on all systems once a year OR our monitoring centers cannot call PSAP to dispatch or company gets fined.
  b)  Must Verify all calls for fire response (multiple trips, eyewitness, water flow), any fire alarm that they are dispatched on that is not valid (actual fire damage/life imminent danger) - fine goes to alarm servicing company (even if a legit reason for the the system activation like burnt toast)
  c)  Dispatches due to fire technicians failing to notify CS of service/testing while on site will be billed to alarm company (Agreed that this is not unreasonable)
  d)  Any violations - all fines go to the alarm company

12) SCHOLARSHIP PROGRAM COMMITTEE REPORT  LILIANNE CHAUMONT, CHAIR
a)  2016 Scholarship Program
  a)  The Scholarship Committee met on April 19 and selected the 2016 CAA and Chapter scholarship winners. As usual, it was an incredibly involved call with the judge’s comments reflecting painstaking attention to detail. Ryan Pavey is the 2016 state scholarship winner coming out of the Sacramento Area Alarm Association. Ryan and his mother, Officer Shawna Pavey, Yuba City Police Department, will be joining us in Palm Springs. They are both so excited! All reservations have been made, and Jerry Lenander and I will continue to stay in touch with them. Ryan will receive a total of $5,000. Ryan and his mom couldn’t be more grateful and are so impressed with the all the fuss the CAA is making over the award and their trip.
b) Ryan and Officer Pavey will attend Thursday’s Reception and Friday night’s dinner. Please take a minute to acknowledge and congratulate them.

c) The 2016 Scholarship Judges are Bob Jennison, Post Alarm, Senior Judge; Tim Westphal, Bay Alarm; and Sam Aviles, Honeywell Fire. All judges will be recognized during the scholarship presentation. For Friday morning’s meeting, I will ask all judges to sit with me and Ryan and his mom so that the judges can extend their congratulations and have some time with Ryan.

d) Letters to all students who submitted a scholarship application will be sent out after Palm Springs. I will sign all letters and Jerry and I will coordinate mailing the letters to the applicants.

e) Colette Came, Came Security Alarms, who joined us last year as a judge, canceled her participation in late March. I will begin looking for a new Scholarship judge and already have some names in mind. All suggestions are welcome and will be considered.

f) All Chapter Presidents were advised last week of their respective Chapter winners and notifications are underway. I will be in touch with the Chapter Presidents to confirm notification this week and then finalize presentation dates.

(1) Will be drafting best practice guide for chapter Presidents.

13) MEMBERSHIP COMMITTEE REPORT

LARRY ST. JOHN, CHAIR

a) **Membership totals from 2015**

   a) Associate Members: 4 cancelled, 5 new, 2015 net: +1

   b) Regular Members: 8 cancelled, 13 Fire, 2015 net: +5

b) **Reasons for Membership**

   a) Testimonials have been received, but we’re asking for more. We’re doing different things and looking for feedback we can publish

   b) ESA Member Benefits programs

      (1) Lowes has increased its discounts

      (2) SARRG now has an A rated liability product available

   c) Local Chapter content/support: there has been a migration to higher quality content in many of the local chapter meetings. In large part due to the hard work of the various members, both associate and regular, that have active in supporting various committee projects throughout the year

      (1) Technology updates

      (2) Regulatory/legislative action updates

      (3) Collaborative projects with Public Safety

      (4) Business Management/Administration updates from our various Associate members in the professional arenas

      (5) One thing seen successful: once a good agenda is developed for presentation in 1 chapter, this has been shared in others, so that even if the original presenters aren’t all available for various locals, the concepts and benefits have been scalable throughout the state.

      (6) We’d like to continue this type of implementation and so are soliciting topics for next year’s chapter meetings. So if there’s something you think would be useful or you’d like to see circulate, please let me know.

c) **Chapter Best Practices Guide: develop into the go-to resource for chapter leaders in providing valuable local meetings/events**

   a) The new Guide, version 2.0, was completed and released at our March quarterly meeting in Sacramento. We published it with the caveat that it was an initial draft and further refinements would be dependent on the support and contributions of our member. Well today, we’re pleased to present version 2.2, which includes all of these recent contributions.

   b) This is now available on the president’s page of the CAA website, and if anyone would like a copy emailed them directly, just give me your contact info, or email me at LStJohn@cclipsenseinsurance.com and I’ll send you a copy.

   (1) The next question is how do we want to put this use?

      (a) I would recommend a dealer in CAA leadership author a very short column to be featured somewhere in the first 5 pages of the Mirror each month, entitled “Chapter Presidents’ Tips and Resources”, which would highlight either 1 (or 2 at the most) tips or resources available to chapter presidents to make their jobs easier.

   d) **Develop Affiliate Outreach Program: send delegates to affiliate events to network, get ideas for association programs, speakers, membership campaigns, etc.**
e) **Member-data update/accessibility project: how to make it easier for local chapter leadership to best utilize the CAA's member database**

   a) CAA uses ACT! for data management program: keeps contact info on all Regular and Associate Members, Public Safety persons (both fire & police), as well as prospective members. These lists can be sorted into almost unlimited groupings based on whatever criteria a chapter might want.

   (1) Actively tracking member attendance over time at chapter meetings (list sent to Presidents prior to each chapter meeting for outreach efforts)

   **f) Executive Committee looking at Dues Structure for Regular and Associate Member**

   a) Going to keep same option for dues as they are:

   (1) Current rates are $225 to state, $75 for first chapter, $45 for each additional chapter

   b) Cathy Rempel requested a Motion be made proposing an option for ‘state membership’ level at a reduced rate. Associate members could elect to

   (1) Pay dues under current structure: $225 to state, $75 for first chapter, $25 for each additional (10) chapters

   (a) To be effective January 1

   (i) Discussion ensued that we need more information to make a decision.

   (2) Motioned made by Tim Westphal, seconded by Bob Michel to Table. All those in favor.

14) **TECHNOLOGY/INDUSTRY TRENDS COMMITTEE REPORT**

   **DAVID HOOD, CHAIR**

   a) The committee continues to monitor technology developments within the industry, as well as events outside of the security space which could eventually have either a positive or negative impact. Sam Aviles has continued to compile and share, in real-time, news stories and other sources of information about the changes in technology that we should be monitoring.

   b) The committee once again devoted time in the recent meeting to discuss the most relevant topics which could be shared at the upcoming Palm Springs convention.

   c) Topics brought by the committee includes:

   a) -Internet of Things overview (what a dealer should know)

   b) -Update on MIY and DIY technology and emerging business models

   c) -4G/5G wireless

   d) Next Committee Meeting: May 19, 2016 10am

15) **ESA REPORT**

   **CATHY REMPEL**

   a) Angela White, Vice President

   a) This year is off to a fast start at ESA! We held an incredibly successful ESA Leadership Summit in Phoenix in February. The networking and education delivered at this event was unsurpassed as we continually raise the bar by bringing new speakers into our industry with fresh perspectives. Please consider joining us next year to experience all that ESA has to offer. The 2017 Leadership Summit will take place February 12-15 in Tampa, FL.

   b) ESA finished 2015 strong and in a great financial position. That momentum has carried forward into 2016 and we are well positioned to have another great year!

   c) Here are some additional resources available to you as a member:

   (1) The industry workforce development project is gaining momentum and I want to remind you that the Employee Recruitment and Retention Toolkit is available to you by visiting www.ESAWeb.org/toolkit! We have been getting great feedback on this so I recommend that you check it out if you could use some recruitment and retention help.

   (2) We have launched the ESA Mentorship Program that kicked off at the Leadership Summit with 15 mentor/mentee pairs! This is a structured 9 month program that is already providing a tremendous amount of value and education to both the mentors and mentees. ESA will be accepting applications for the Class of 2017 this summer so please consider getting involved personally or encouraging the Rising Leaders within your organization to further their professional development through the program!

   (3) The YSP Rising Leaders Forum will be held in Stevenson, WA October 11-13th. Go to ESAweb.org for more information and learn how investing in your rising leaders, by sending them to this event, will benefit your business.
d) As a reminder, you can always get the latest information and resources from www.ESAweb.org. Please feel free to contact our Member Service Center at any time with your questions at 888-447-1689.

b) George DeMarco, ESX Chair
   a) ESX will be held in Fort Worth, Texas! This year the event will be held June 8-10 so please be sure to visit ESXweb.com and get registered today to take advantage of the early discounts. We have a great lineup of keynote speakers and seminars that will provide information to help you run, grow, and rethink your business. ESX is your national industry tradeshow so don’t miss out.
      (a) Association meetings 6 & 7
      (2) Public Safety Luncheon
         (a) Cyber Security
      (3) Mike Jager talking about search of excellence
      (4) Educational sessions
      (5) Nicholas Web, futurist
      (6) Extended registration deadline for discounted rate

16) WBFAA COMMITTEE REPORT  
   Dr. Shane Clary, CHAIR
   a) WBFAA Apprenticeship Program
      a) Doing quite well
         i) 130 apprentices in program
   b) WBFAA Online Continuing Education  www.wbfaatraining.net

17) LOCAL ASSOCIATION REPORTS  
   a) East Bay Alarm Association      Larry St John
      a) Next meeting May 10 with Richmond PD Chief of Police speaking.
   b) Golden Gate Alarm Association   David Hood
      a) Chapter getting revived
      b) Last meeting had San Mateo police
      c) Next meeting June 22 NFPA update
   c) Redwood Alarm Association       Chuck Petrusha
      a) Meeting on June 15 with David Morgan
      b) Last meeting with Sonoma County Sheriff
      c) Sean Cooke is absent because he is getting married
   d) Greater Los Angeles Alarm Association  Tom Rankin
      a) Have started committee to look at Membership
      b) Had good contact with scholarship recipients
      c) Gold Tournament in October
   e) Greater Valley Alarm Association  Joe Castro
      a) Financially doing well
      b) Attendance is struggling
         (1) Looking for new location for meetings
      c) Reached out to scholarship recipient
   f) Inland Empire Alarm Association   Matt Standiford
      a) Great experience contacting father of scholarship recipient
      b) Next meeting May 19 where they will present scholarship
   g) Mid Cal Alarm Association        Michael Tarin
      a) Had golf tournament April 18
         (1) Money went to Burn Center and Madera Sheriff Canine
      b) Next meeting June 1 discussing employment issues
      c) Reaching out to alarm companies, police and fire to attend
   h) Orange County Alarm Association  Bill Collins
      a) Status quo
      b) Next event is golf tournament on June 16
i) Sacramento Area Alarm Association | Leanne Boger  
   a) Scholarship presentation on May 26 at his high school  
   b) Industry trends August  
   c) Fire Forum in October  

j) San Diego Alarm Association | Chris Kwast  
   a) Working on updating website  
   b) May 17 next meeting, Lilianne Chaumont is speaker and will be presenting scholarship  

k) Silicon Valley Alarm Association | Mark Simpson  
   a) Next Meeting July 20th with UL rep as speaker  
   b) Contacted scholarship recipient  

18) ISC EXPO/SECURITY INDUSTRY ASSOCIATION  
   a) ISC West 2016 – Mary Beth Shaunessy  
      (1) 1.5% increase on attendance  
      (2) Expanded education and it focus next year  
      (3) ISC Love Security Reception  
      (4) Great breakfast and lunches  
   b) SIA - Mark Benson  
      (1) In process of membership change – simplifying  
      (2) Mobile security devices  
      (a) creating standards  
      (3) education  
      (4) school security  
      (5) joint affiliate membership with CAA  

19) BSIS  
   a) See Government Committee Report  

20) CAA OFFICE UPDATE AND STATUS | JERRY LENANDER, EXECUTIVE DIRECTOR  
   a) CAA Regional Chapter Meeting Support  
   b) Mergers and Acquisition companies have not affected us yet.  

21) OLD BUSINESS  
   a) CAA Board and Executive Committee Meetings – 2016  
   b) Conventions  
      a) 2016 ESX, Fort Worth Texas, June 8-10  
      b) CAA 3rd quarter meeting / Leadership Forum September 20 & 21 in San Diego  
      c) 2016 CAA Winter Convention, December 7 - 10  
      d) 2017 CAA Spring Convention, May 10 - 13  
      e) 2017 CAA Winter Convention, November 29 – December 2  
   c) In final negotiations for contract with Executive Director position  
      a) Updating new draft of agreement with Les Gold  

22) NEW BUSINESS  
   a) Reminder that May 15 is deadline to file taxes or get an extension for all regional chapters  
      a) CAA, GLAASA, Mid Cal, on current listing for exempt for FTB  
      b) East Bay is not on list. Confirming  
      c) Will go through entire list and provide info to CAA  

23) ADJOURNMENT  
   a) Motion made by Mike Matson
CALIFORNIA ALARM ASSOCIATION

FINANCIAL STATEMENTS
INCOME TAX BASIS
(COMPiled)

THREE MONTHS AND SIX MONTHS
ENDED JUNE 30, 2016
## CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDEPENDENT ACCOUNTANTS' COMPILATION REPORT</td>
<td>1</td>
</tr>
<tr>
<td>FINANCIAL STATEMENTS</td>
<td></td>
</tr>
<tr>
<td>Statement of Assets, Liabilities and Fund Balance</td>
<td>2</td>
</tr>
<tr>
<td>Statement of Revenues and Expenses</td>
<td>3</td>
</tr>
<tr>
<td>SUPPLEMENTARY INFORMATION</td>
<td></td>
</tr>
<tr>
<td>Statement of Revenues and Expenses</td>
<td></td>
</tr>
<tr>
<td>Comparison of Actual and Budget</td>
<td>5</td>
</tr>
<tr>
<td>Schedule of Restricted Funds</td>
<td>6</td>
</tr>
</tbody>
</table>
INDEPENDENT ACCOUNTANTS' COMPILATION REPORT

Board of Directors
California Alarm Association
Marina del Rey, California

Management is responsible for the accompanying financial statements of California Alarm Association, a California not-for-profit organization, which comprise the balance sheet as of June 30, 2016, and the related statement of revenues and expenses - income tax basis for the three months and six months then ended. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The supplementary information contained in pages 5 and 6, are presented for purposes of additional analysis and is not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement, however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any assurance on such supplementary information.

Management has elected to omit substantially all of the disclosures and the statement of cash flows ordinarily included in financial statements prepared on the income tax basis of accounting. If the omitted disclosures and statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Organization's assets, liabilities, fund balance, revenues and expenses. Accordingly, the financial statements are not designed for those who are not informed about such matters.

September 6, 2016

Barkin, Perren, Schwager & Dolan, LLP
## ASSETS

**CURRENT ASSETS**
- Cash - Checking $75,209
- Cash - Money Market 40,467
- Accounts Receivable - State 13,377
- Accounts Receivable - ESA 3,552
- Accounts Receivable - Locals 4,994
- Accounts Receivable - Meeting S16 3,350
- Accounts Receivable - Scholarship 2,250
- Prepaid Expenses 5,950

**TOTAL CURRENT ASSETS** 149,149

**TOTAL ASSETS** $149,149

## LIABILITIES AND FUND BALANCE

**CURRENT LIABILITIES**
- Accounts Payable - General $13,080
- Due to ESA 3,552
- Due to Locals 4,994
- Unearned Revenue - State Dues 16,848

**TOTAL CURRENT LIABILITIES** 38,474

**FUND BALANCE - UNRESTRICTED**
- Fund Balance - Beginning of Year 86,892
- Net Income 23,783

**TOTAL FUND BALANCE - UNRESTRICTED** 110,675

**TOTAL LIABILITIES AND FUND BALANCE** $149,149
# Statement of Revenues and Expenses

## Income Tax Basis

**January 1, 2016 Through June 30, 2016**

SEE ACCOUNTANTS’ COMPILATION REPORT

<table>
<thead>
<tr>
<th></th>
<th>Current Period</th>
<th>% of Revenue</th>
<th>Year to Date</th>
<th>% of Revenue</th>
</tr>
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<tbody>
<tr>
<td><strong>REVENUES:</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Membership Dues</td>
<td>$47,505</td>
<td>46.42%</td>
<td>$95,130</td>
<td>50.29%</td>
</tr>
<tr>
<td>Mirror Royalty Proceeds</td>
<td>5,460</td>
<td>5.34%</td>
<td>9,458</td>
<td>5.00%</td>
</tr>
<tr>
<td>Meeting Proceeds - S16</td>
<td>18,261</td>
<td>17.85%</td>
<td>18,261</td>
<td>9.65%</td>
</tr>
<tr>
<td>Meeting Proceeds - Prior</td>
<td>(1,200)</td>
<td>(1.17)%</td>
<td>(1,950)</td>
<td>(1.03)%</td>
</tr>
<tr>
<td>ESA Training School Proceeds</td>
<td>4,290</td>
<td>4.19%</td>
<td>5,250</td>
<td>2.78%</td>
</tr>
<tr>
<td>Scholarship Income</td>
<td>17,500</td>
<td>17.10%</td>
<td>17,500</td>
<td>9.25%</td>
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<tr>
<td>Interest Income</td>
<td>15</td>
<td>0.01%</td>
<td>27</td>
<td>0.01%</td>
</tr>
<tr>
<td>ISC Proceeds</td>
<td>8,000</td>
<td>7.82%</td>
<td>8,000</td>
<td>4.23%</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>2,500</td>
<td>2.44%</td>
<td>2,500</td>
<td>1.32%</td>
</tr>
<tr>
<td>Other Income</td>
<td>-</td>
<td>-</td>
<td>35,000</td>
<td>18.50%</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>102,331</td>
<td>100.00%</td>
<td>189,176</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

|                        |                |              |              |              |
| **EXPENSES:**          |                |              |              |              |
| Accounting Fees        | 4,155          | 4.06%        | 8,310        | 4.39%        |
| Board Meeting and Other Meeting expenses | 301 | 0.29%   | 5,532        | 2.92%        |
| Industry Programs      | 1,000          | 0.98%        | 2,500        | 1.32%        |
| Executive Director Fees| 34,000         | 33.23%       | 61,000       | 32.26%       |
| Insurance              | 2,095          | 2.05%        | 3,507        | 1.85%        |
| ISC Expense            | 4,254          | 4.16%        | 4,254        | 2.25%        |
| Leadership Training Expense | 420    | 0.41%   | 4,218        | 2.23%        |
| Legal and Consulting Fees | 13,300      | 13.00%      | 24,100       | 12.74%       |
| Legal and Consulting Expense | 1,238   | 1.21%   | 1,238        | 0.65%        |
| Legislative Advocate   | 12,500         | 12.22%       | 25,000       | 13.22%       |
| Marketing / Website    | 900            | 0.88%        | 1,500        | 0.79%        |
| Office Printing and Postage | 529        | 0.52%   | 2,124        | 1.12%        |
| Scholarship Expense    | 16,713         | 16.33%       | 18,151       | 9.59%        |
| Telephone              | 298            | 0.28%        | 1,074        | 0.57%        |
| Other Expenses and Contingencies | 1,686 | 1.64%   | 2,885        | 1.53%        |
| **TOTAL EXPENSES**     | 93,389         | 91.26%       | 165,393      | 87.43%       |

**NET INCOME**

|                | $8,942 | 8.74% | $23,783 | 12.57% |
REVENUES:

<table>
<thead>
<tr>
<th>Item</th>
<th>Actual Year to Date</th>
<th>Budget Year to Date</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$ 95,130</td>
<td>$ 99,390</td>
<td>$(4,260)</td>
</tr>
<tr>
<td>Mirror Royalty Proceeds</td>
<td>9,458</td>
<td>7,500</td>
<td>1,958</td>
</tr>
<tr>
<td>Meeting Proceeds - S16</td>
<td>18,261</td>
<td>27,000</td>
<td>(8,739)</td>
</tr>
<tr>
<td>Meeting Proceeds - Prior</td>
<td>(1,950)</td>
<td>-</td>
<td>(1,950)</td>
</tr>
<tr>
<td>ESA Training School Proceeds</td>
<td>5,250</td>
<td>240</td>
<td>5,010</td>
</tr>
<tr>
<td>Scholarship Income</td>
<td>17,500</td>
<td>17,500</td>
<td>-</td>
</tr>
<tr>
<td>Interest Income</td>
<td>27</td>
<td>18</td>
<td>9</td>
</tr>
<tr>
<td>ISC Proceeds</td>
<td>8,000</td>
<td>8,000</td>
<td>-</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>2,500</td>
<td>4,000</td>
<td>(1,500)</td>
</tr>
<tr>
<td>Other Income</td>
<td>35,000</td>
<td>35,000</td>
<td>-</td>
</tr>
<tr>
<td>TOTAL REVENUES</td>
<td>189,176</td>
<td>198,648</td>
<td>(9,472)</td>
</tr>
</tbody>
</table>

EXPENSES:

<table>
<thead>
<tr>
<th>Item</th>
<th>Actual Year to Date</th>
<th>Budget Year to Date</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting Fees</td>
<td>8,310</td>
<td>8,310</td>
<td>-</td>
</tr>
<tr>
<td>Board Meeting and Other Meeting expenses</td>
<td>5,532</td>
<td>4,000</td>
<td>1,532</td>
</tr>
<tr>
<td>Industry Programs</td>
<td>2,500</td>
<td>3,000</td>
<td>(500)</td>
</tr>
<tr>
<td>Executive Director Fees</td>
<td>61,000</td>
<td>54,000</td>
<td>7,000</td>
</tr>
<tr>
<td>Insurance</td>
<td>3,507</td>
<td>4,380</td>
<td>(873)</td>
</tr>
<tr>
<td>ISC Expense</td>
<td>4,254</td>
<td>5,500</td>
<td>(1,246)</td>
</tr>
<tr>
<td>Leadership Training Expense</td>
<td>4,218</td>
<td>4,000</td>
<td>218</td>
</tr>
<tr>
<td>Legal and Consulting Fees</td>
<td>24,100</td>
<td>21,600</td>
<td>2,500</td>
</tr>
<tr>
<td>Legal and Consulting Expense</td>
<td>1,238</td>
<td>1,800</td>
<td>(562)</td>
</tr>
<tr>
<td>Legal - Misc. (Local)</td>
<td>-</td>
<td>1,500</td>
<td>(1,500)</td>
</tr>
<tr>
<td>Legislative Advocate</td>
<td>25,000</td>
<td>25,000</td>
<td>-</td>
</tr>
<tr>
<td>ESA Meeting Expense</td>
<td>-</td>
<td>2,000</td>
<td>(2,000)</td>
</tr>
<tr>
<td>Marketing / Website</td>
<td>1,500</td>
<td>600</td>
<td>900</td>
</tr>
<tr>
<td>Office Printing and Postage</td>
<td>2,124</td>
<td>3,600</td>
<td>(1,476)</td>
</tr>
<tr>
<td>President's Allowance</td>
<td>-</td>
<td>2,400</td>
<td>(2,400)</td>
</tr>
<tr>
<td>President's Travel Allowance</td>
<td>-</td>
<td>600</td>
<td>(600)</td>
</tr>
<tr>
<td>Scholarship Expense</td>
<td>18,151</td>
<td>17,500</td>
<td>651</td>
</tr>
<tr>
<td>Telephone</td>
<td>1,074</td>
<td>1,950</td>
<td>(876)</td>
</tr>
<tr>
<td>Other Expenses and Contingencies</td>
<td>2,885</td>
<td>10,607</td>
<td>(7,722)</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>165,393</td>
<td>172,347</td>
<td>(6,954)</td>
</tr>
</tbody>
</table>

NET INCOME

<table>
<thead>
<tr>
<th>Item</th>
<th>Actual Year to Date</th>
<th>Budget Year to Date</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET INCOME</td>
<td>$ 23,783</td>
<td>$ 26,301</td>
<td>$(2,518)</td>
</tr>
<tr>
<td>RESTRICTED FUNDS</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>---------------------------------</td>
<td>----------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CAA General Legal Fund</td>
<td>$ 12,581</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Scholarship Fund</td>
<td>68,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Schubert Fund</td>
<td>10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL RESTRICTED FUNDS</strong></td>
<td><strong>$ 90,581</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

SEE ACCOUNTANTS' COMPILATION REPORT
PAC FUNDS RECEIVED AND REMITTED

<table>
<thead>
<tr>
<th>Period</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015 &amp; Prior Years</td>
<td>$91,325</td>
</tr>
<tr>
<td>2016 - 1st Qtr</td>
<td>$6,955</td>
</tr>
<tr>
<td>2016 - 2nd Qtr</td>
<td>$5,535</td>
</tr>
<tr>
<td>2016 - 3rd Qtr</td>
<td>-</td>
</tr>
<tr>
<td>2016 - 4th Qtr</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$103,815</strong></td>
</tr>
</tbody>
</table>
Government Relations Committee Report
September 13, 2016

Committee Members:
Tim Westphal – Bay Alarm  
tim.westphal@bayalarm.com
Jon Sargent – Tyco  
jonsargent@tyco.com
Shane Clary – Bay Alarm  
shane.clary@bayalarm.com
Ron Lander – Ultra Safe Security  
lander@ultra-safe.com
Matt Westphal – Bay Alarm  
matt@bayalarm.com

Additional resources:
Trent Smith - Edelstein Gilbert Robson & Smith  
Trent@edelsteingilbert.com

Report:
May – September 13, 2016

AB 566 – O’Donnell
Signed into law by the Governor. Was approved in the Senate and Assembly along party lines. Requires that for all construction contracts at public schools, a percentage of the employees for each firm must be a graduate of an approved apprenticeship program. This is for lease-to-own or lease-leaseback projects only. The percentages are:

- 40% January 1, 2017
- 50% January 1, 2018
- 60% January 1, 2019

A firm that is to do construction work on a public school project will need to know if the project is lease-to-own or lease-leaseback.

AB 1843 – Mark Stone
Approved in both the Senate and Assembly along party lines. Is before the Governor to be signed into law or vetoed. If Chaptered, would prohibit employers from asking on a job application for disclosure related to the arrest, detention, processing, diversion, supervision, adjudication or court disposition that may have occurred while the individual was under the jurisdiction of a juvenile court. Convictions would remain to be subject to disclosure.

AB 1978 – Gonzalez
Approved in both the Senate and Assembly through bi-partisan support. Is before the Governor to be signed into law or vetoed. If Chaptered, would require that all California janitorial employers register with the California Labor Commissioner annually, starting July 1, 2018. Associated shall be a $500.00 (USD) registration fee and a $500.00 (USD) annual renewal fee. Should be watched to see what action the Governor takes, as there could be future efforts to require the registration of other Service Industry businesses.

AB 2261 – Roger Hernandez
Bill appears to be dead. Would authorize the Division of Labor Standards Enforcement to commence an investigation, with or without receiving a complaint from and employee of an
employer that it suspects to have discharged or otherwise discriminated against an individual in violation of any law under the jurisdiction of the Labor Commissioner.

**AB 2535 – Ridley-Thomas**
Signed into law by the Governor. No opposition in the Senate and the Assembly. Bill clarifies what is required to be shown on a pay statement. Bill was tied into Garnett v. ADT in regards to outside salespeople. The CAA was listed as being in support of this bill.

**AB 2707 – Ridley-Thomas**
Approved in both the Senate and Assembly through bi-partisan support. Is before the Governor to be signed into law or vetoed. If Chaptered, would prohibit consumer racial profiling.

**SB 468 – Hill**
As per the discussions that we have had. Has not yet gone up for a final vote, so it is not before the Governor as of yet.

**SB 945 – Monning**
Approved in both the Senate and Assembly though bi-partisan support. Is before the Governor to be signed into law or vetoed. If Chaptered, would have new mandated requirements for Pet Boarding Facilities. Among the requirements would be the installation of an automatic fire alarm system.

**SB 1167 – Mendoza**
Approved by both the Senate and Assembly along party lines. Is before the Governor to be signed into law or vetoed. If Chaptered would require among other requirements that all employers who have outside workers, develop a training program to minimize heat related illness and injury. This requirement would go into effect on January 1, 2019.

**SB 1342 – Mendoza**
Signed into law by the Governor. Provides greater powers for a local county or city to investigate wage theft by a company within its boundaries.
<table>
<thead>
<tr>
<th>LEADER</th>
<th>COMPANY</th>
<th>Contact</th>
<th>FEE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Adamo Security Group</td>
<td>Josh Godknecht</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Advanced Security Systems</td>
<td>Chuck Petrusha</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Burgarello Security</td>
<td>Leanne Boger</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>CallSafe</td>
<td>Nicole Swartwout</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>CallSafe</td>
<td>DJ Swartwout</td>
<td>COMP</td>
</tr>
<tr>
<td>1</td>
<td>Dynamark Security Centers</td>
<td>Richard Cowan</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Eclipse Marketing &amp; Insurance Services</td>
<td>Larry St. John</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>First Alarm</td>
<td>Erik Haston</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>IE Alarms</td>
<td>Richard Jimenez</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Moore Protection</td>
<td>Don Moore</td>
<td>$ 200</td>
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<tr>
<td>1</td>
<td>Moore Protection</td>
<td>Garrett Campazzie</td>
<td>$ 200</td>
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<tr>
<td>1</td>
<td>RFI Enterprises, Inc.</td>
<td>Mark Simpson</td>
<td>$ 200</td>
</tr>
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<td>1</td>
<td>RFI Enterprises, Inc.</td>
<td>Dee Ann Harn</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>RFI Enterprises, Inc.</td>
<td>Rhonda Nelson</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>RFI Enterprises, Inc.</td>
<td>Casey Quisol</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Security Dealer Marketing</td>
<td>David Morgan</td>
<td>$ 200</td>
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<tr>
<td>1</td>
<td>SSD Alarm</td>
<td>Jeffrey Samuels</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Watchlight Corporation</td>
<td>Dina Alexander Piscatelli</td>
<td>$ 200</td>
</tr>
<tr>
<td>1</td>
<td>Watchlight Corporation</td>
<td>Niccolo Piscatelli</td>
<td>$ 200</td>
</tr>
<tr>
<td>19</td>
<td>ATTENDEES</td>
<td>TOTAL FEES</td>
<td>$ 3,600</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LEADER - SAN DIEGO - COSTS</th>
<th>AMOUNT</th>
<th>14-Sep</th>
</tr>
</thead>
<tbody>
<tr>
<td>MIRROR PROMO PRINTING</td>
<td>$ 317.19</td>
<td></td>
</tr>
<tr>
<td>MIRROR PROMO PRINTING</td>
<td>$ 343.35</td>
<td></td>
</tr>
<tr>
<td>HOTEL ROOM OWENS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOTEL ROOM DE MARCO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOTEL ROOM REMPEL</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOTEL ROOM LENANDER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOTEL CATERING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOTEL AV</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROBERT OWENS</td>
<td>$ 2,500.00</td>
<td></td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$ 3,160.54</td>
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2016 CAA Winter Convention – December 7-10
Disruptive Innovations
“Is the Security Industry Being Revolutionized?”

Wednesday
2:00 p.m. – 3:50 p.m.
2017 Strategic Planning Session
Moderated by Chuck Petrusha
(Executive board, committee chairs and participants interested in contributing their feedback towards the 2017 and beyond directions of the CAA)

4:00 p.m. – 6:00 p.m.
Chapter Presidents’ Meeting (Invitation only)

6:00 p.m. – 7:30 p.m.
Welcome Reception

Thursday
8:00 a.m. – 8:30 a.m.
CONTINENTAL BREAKFAST

8:30 a.m. – 11:20 a.m.
CAA BOARD MEETING

11:30 a.m. – 1:00 p.m.
SPONSOR PRODUCT SHOWCASE LUNCHEON
(Invitation Only: Open to all dealers and sponsors)
- Networking and luncheon at sponsor tables (11:30 a.m. – 12:15 p.m.)
- Setting the stage for the convention and introduction of keynote speaker – Cathy Rempel (12:15 p.m. – 12:25)
- Gold Sponsor Commercial Speaking Spot (12:25 – 12:30)
- Keynote Speaker (12:30 p.m. – 1:20)

1:00 – 2:30 p.m.
GENERATIONAL DISRUPTORS AND INNOVATORS
Panel lead by Dee Ann Harn
Disruption: to throw into disorder; to interrupt the normal course or unity; to break apart. In the past few years, the security industry has been hit with wave of disruption called "evolving technology". The next wave of disruption is upon us and it is called the "new generation". Generation Y, otherwise known as Millennials, now makes up a larger percentage of the workforce than any other generation. While the foundational values and work ethic of the various generations don't differ a whole lot; the motivation that drives this next generation does differ enough to interrupt the status quo of how we conduct business both internally and externally. Our energized panel of millennials, and those that successfully work with them, will share real life experiences on how to focus on developing a culture to attract and retain new talent based on the demographics of the current available workforce and align themselves to the "new generation" of customers. They will share insights on what motivates them not just as employees but as customers and how they discover where, what and why to make business buying and business decisions. Join us as we share how flexibility and embracing change is the wave of the future!

2:30 p.m. – 4:00 p.m.
IOT AND THE PROFESSIONAL MONITORED MODEL
Panel lead by Dave Hood
This panel discussion will focus on the new technologies and new entrants which are changing the competitive landscape that traditional security dealers may face in the very near future (if not already!). Panelists will include thought leaders from within the traditional security space as well as from adjacent industries.

4:00 p.m. – 5:30 p.m.
LEADING CHANGE FOR ANY SIZE BUSINESS:
Presenter: Steve Firestone
This thought-provoking session will explain how every business, regardless of its size, can benefit by understanding the life stages organizations must go through and how it relates to them. Industry experts will lead you through an explanation of each life stage and how to identify the change needed to survive each transition to the next life stage.
You will also learn how others have created and implemented programs to facilitate organizational change, overcoming "the traditional way" of doing things and generating company-wide buy-in.

4:00 p.m. – 5:30 p.m.
**Financing New Recurring Revenue Technologies and Determining the Point of Indifference**
*Presenter: William Lynch, ProFinance Associates*

For most, if not all of us, our business is our largest financial asset and the RMR streams are the foundation to our success. In this highly energized session, the audience will learn about new RMR stream opportunities, how others are capitalizing on them today to grow their companies and how to implement these directions in your own company.

5:30 p.m. – 6:00 p.m.
**ASSOCIATE MEETING**
Partner, Sponsor, Associate Member Meeting and Recognition (nominations and vote for associate director board position)

6:00 p.m. – 8:00 p.m.
**GALA OPENING, EXHIBITS & RECEPTION**

**Friday**
7:30 a.m. – 8:30 a.m.
**BUFFET BREAKFAST AND EXHIBITS**

8:00 a.m. – 8:30 a.m.
**VIP COFFEE WITH KEYNOTE AND KEY SPONSORS**
Invitation Only.

8:45 a.m. - 10:00 a.m.
**CAA General Session**

10:30 a.m. – Noon
**KEYNOTE “DISRUPTORS, INNOVATIONS AND OPPORTUNITIES”**
Keynote: Nick Webb

Noon - 1:00 p.m.
**CAA GIFT & GAB LADIES LUNCHEON**

Noon - 1:30 p.m.
**BUFFET LUNCHEON AND EXHIBITS**

1:30 p.m. – 3:00 p.m.
**EXECUTIVE SYMPOSIUM**
**Leading Initiatives in Today’s Security Market**
*Moderator: George De Marco*

The CAA Executive Symposium brings together key industry thought leaders who share their perspective on where the industry is today and the trends for the future.

7:00 p.m. – 8:00 p.m.
**CAA TRIBUTE DINNER RECEPTION**

8:00 p.m. – 10 p.m.
**CAA TRIBUTE DINNER**
Reserved seating only at Registration Table

**Saturday**
8:45 a.m. – 9:15 a.m.
2016 CAA Winter Convention – December 7-10
Disruptive Innovations
“Is the Security Industry Being Revolutionized?”

BREACKFAST BUFFET

9:15 a.m. – 10:00 a.m.
LEADING TODAY
Moderator: Les Gold

This informal panel reviews key issues that have been raised by attendees during the convention and those issues in the news. A relaxed forum and the perfect program to end the convention.

10:15 a.m. – 2 p.m.
SPECIAL EVENT LUNCHEON
2016 CAA CONVENTION AND TRIBUTE DINNER
Presentation of the CAA George A. Weinstock Award for Lifetime Achievement and Service to Our Industry to Bob Jennison

Funds raised support the ongoing educational, training and outreach programs of the California Alarm Association, including legislative advocacy in Sacramento, educational programs for consumers, outreach to fire service and law enforcement agencies, youth scholarship program, enhancing the ability of the CAA and its Regional Associations to represent your industry.

Dealer Sponsorship Packages are inclusive of:
- Tribute Sponsorship
- Convention Sponsorship
- Attendee and Tribute Fees
- Product Showcase Luncheon
- VIP Coffee with Keynote Speaker
- Ladies Brunch

**$25,000 DIAMOND**
- Convention Registration for 10 people
- Premiere Convention Sponsor Recognition
- Reserved Tribute Dinner Tables for 20
- Two pages in tribute ad book
- One-page product ad in attendee book
- Premium Advertising on website, MIRROR and email blasts
- Opportunity to address group on your services
- Sponsors lunch
- Private Dinner with Keynote Speaker
- VIP Coffee with Keynote Speaker
- Sponsorship of Keynote Address
- Listed as vice chair Tribute Committee
- Platinum Tribute Sponsor

**$7,500 GOLD**
- Convention Registration for 6 people
- Premiere Convention Sponsor Recognition
- Reserved Tribute Dinner Table for 10
- One page in tribute ad book
- Full page product ad in attendee book
- Opportunity to address group on your services
- Advertising on website, MIRROR and email blasts
- Sponsors lunch
- Listed as honorary Tribute Committee
- Gold Tribute Sponsor

**$5,000 SILVER**
- Convention Registration for 4 people
- Premiere Convention Sponsor Recognition
- Reserved Tribute Dinner Table for 10
- Half page in tribute ad book
- Half page product ad in attendee book
- Sponsors lunch
- Advertising on website, MIRROR and email blasts
- Listed as honorary Tribute Committee
- Silver Tribute Sponsor

**$3,000 BRONZE**
- Convention Registration for 2 people
- General Convention Sponsor Recognition
- Reserved Tribute Dinner Seating for 10
- Sponsors lunch
- Half page in tribute ad book
- Quarter page product ad in attendee book
- Promotion logo on website, MIRROR and email blasts
- Bronze Tribute Sponsor

Call to reserve a package.
For further information, contact Jerry Lenander or Daniel Freitas at 800/437-7658.

TRIBUTE SPONSORSHIP AND AD BOOK – HONORING BOB JENNISON

Take advantage of this opportunity to thank Bob Jennison for a lifetime of service to the industry and the association. All funds raised will support the ongoing programs of the CAA to promote the growth of professionalism in the industry through education, training, legislative and legal advocacy.

**RATES:**
- FULL PAGE $1,000
- HALF PAGE $500
- QUARTER PAGE $250
- 1/8 PAGE $150

HOTEL RESERVATIONS

Reserve your room at the Marriott Marquis by using link at www.caaonline.org or call 800-697-3103. Our rate is $199 Single/Double CAA GROUP CODE IS: California Alarm Association – Annual Meeting.
FREE DEALER REGISTRATION:
CAA Winter Convention & Western Security Conference
San Francisco Marriott Marquis December 7-10, 2016 Full Registration Opening
Reception, workshops, all meals on Friday, Tribute Dinner and breakfast on Saturday.
FREE DEALER CONVENTION REGISTRATION

COMPANY __________________________
BILLING CONTACT __________________________
E-MAIL __________________________
TEL __________________________
ADDRESS __________________________
CITY __________________________ ST ___ ZIP __________

ATTENDEES:
NAME __________________________
E-MAIL __________________________
NAME __________________________
E-MAIL __________________________
NAME __________________________
E-MAIL __________________________

CONVENTION/TRIBUTE PACKAGES
Includes registration and sponsorship and
Tribute Book ad:
___ DIAMOND $25,000
___ PLATINUM PLUS $15,000
___ PLATINUM $10,000
___ GOLD $7,500
___ SILVER $5,000
___ BRONZE $3,000

See complete details of
inclusive Convention/Tribute
Sponsorship Packages in tribute flier.

TRIBUTE BOOK ADVERTISING
___ FULL PAGE $1,000 ___ HALF PAGE $500
___ QUARTER PAGE $250 ___ 1/8 PAGE $150
TOTAL TRIBUTE SPONSORSHIP: $ _________

HOTEL RESERVATIONS
Reserve your room at the San Francisco
Marriott Marquis by using link at
www.caaonline.org. Our rate is $199.
CAA GROUP CODE IS: California Alarm
Association – Annual Meeting.

FREE REGISTRATION
FOR TWO PEOPLE FROM
EACH ALARM COMPANY

CAA/ESA MEMBERS
Please reserve the following (indicate total):
(Full Registration for all functions including Friday Dinner Party)
___ FREE Dealer Registration (2)
___ Extra Dealer Registration $250
___ Friday Tribute Dinner Only $100

NON-MEMBERS
___ Dealer Registration $300
(Full Registration for all functions including
Friday Dinner Party)
___ Friday Tribute Dinner Only $100

TOTAL CONVENTION REGISTRATION: $ _________

PAYMENT TOTALS
CONVENTION REGISTRATION: $ _________
TRIBUTE SPONSORSHIP: _________
TRIBUTE BOOK ADVERTISING _________
TOTAL DUE: _________

METHOD OF PAYMENT
___ CREDIT CARD
___ VISA ___ MASTERCARD ___ AMEX
#

NAME ON CARD __________________________
EXPIRES __________ SEC CODE _________
BILLING ZIP CODE _________

___ CHECK ENCLOSED
___ BILL ME P.O. # _________

FORWARD COMPLETED FORM TO:
CAA, 333 Washington Boulevard, #433,
Marina del Rey, CA 90292
or FAX 800/490-9682
CAA SOCIAL MEDIA UPDATE

September 12, 2016

Facebook

1. Link - https://www.facebook.com/caaonline
2. Likes – 235
3. Updates from Constant Contact

Twitter

1. Link - https://twitter.com/CAA_online
2. Followers – 481
3. Updates from Constant Contact

Linked In

1. Link - https://www.linkedin.com/company/california-alarm-association?trk=top_nav_home
2. Followers - 205

YouTube – CAA Headquarters

1. Link - https://www.youtube.com/channel/UCVn-aFTIsPfmMZJsqrQn4cWA

Constant Contact

1. CAA Bulletin – Every Two weeks with CAA Updates (5,600)
2. Regional Meeting Notices: 3-5 emails per meeting
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**2016 CAA WEBSITE VISITS**

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**Total Visits:** 859

1Q Total: 2,994
2Q Total: 2,513
3Q Total: 1106
4Q Total: 6,613

Scholarship Committee Report
September 11, 2016

Committee Members:

Lilianne G. Chaumont, Chair, Chaumont Law Inc.  lillian@chaumontlaw.com
Bob Jennison, Senior Judge, Post Alarm Systems
Tim Westphal, Bay Alarm
Sam Aviles, Honeywell Fire

Additional resources:

Jerry Lenander – CAA Office  director@caaonline.org

Updates:

- The 2017 Scholarship Judges will be Bob Jennison, Post Alarm, Senior Judge; Tim Westphal, Bay Alarm; and Sam Aviles, Honeywell Fire. I will announce our fourth and newest Scholarship Judge in San Diego.

- All local chapter scholarship presentations have been made and confirmed. Presentations went more smoothly this year and delays were caused by the busy schedules of the scholarship winners or their parents.
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**TOTAL CANCEL/NEW:** 11  6

**REVISED 8/31/2016**

**MEMBER CHANGE SUMMARY**

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Proposed Governance Model (Modified)

Board of Directors: Board members are typically charged with making high level, strategic decisions for the organizations they serve. These are often very important decisions that set the direction of the organization. Examples of the type of decisions and role of board members include, assessing industry trends and needs and how the association can have a positive impact, responding to industry opportunities and challenges, establishing policies and overseeing the management of the business to ensure the strategic objectives are being met.

The Board of Directors shall consist of 15 individuals serving in the following positions: one (1) Chairman of the Board, one (1) Vice Chairman/Chairman Elect, one (1) Secretary/Treasurer, one (1) Immediate Past Chairman, five (5) representatives from the Chapter Council, one (1) representative from the National Company Members, one (1) representative from the Associate Members, and two (2) At-large Directors. The Executive Officer and legal counsel shall be ex-officio members of the Board of Directors.

Except for the Immediate Past Chairman, the representative from the Associate Members, the two At-large directors, the Executive Officer, and the association legal counsel, each Director must be an owner, officer, or Employee of a Regular Member or National Company Member who is a Member in Good Standing and must be at least twenty-one (21) years of age. The representative from the Associate Members shall be an owner, officer, or Employee of an Associate Member who is a Member in Good Standing and must be at least twenty-one (21) years of age.

Attributes of a Director:

- The ability to think strategically and analytically and to effectively communicate thoughts and the reasons for them
- Possession of earned respect of other key stakeholder group members
- The ability to work well with others as a member of a collaborative group with group decision-making authority and an understanding of the fiduciary duties of loyalty, care, and obedience
- Demonstrated understanding of the differences between “oversight” and “supervision”
- Earned reputation for emotional maturity, personal integrity, and honesty
- A demonstrated familiarity with the body of knowledge related to both the process for which the group is responsible as well as the substantive content of the subject area within which decisions and choices will have to be made

Chairman of the Board: The members shall be responsible for electing the Chairman. The Chairman shall assume office on July 1st in even numbered years and serve for two years. While serving as Chairman the individual must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member.

Responsibilities (including but not limited to):

- Presides over all meetings of the association’s Membership and Board of Directors
- Selects the chairs and members for association committees and task forces
- Directs the Board of Directors in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Acts as a spokesman for the association to the public, press, legislative bodies, and other related organizations
Meets as appropriate with chairpersons of all other association subsidiaries, foundations and/or affiliates to monitor progress and adherence to financial objectives

Promotes active participation in the association on the part of the membership

Presents a “state of the association” report to the association

Identifies and involves potential leaders

Promotes association membership to prospective members

Serves as an ambassador promoting ESA programs, services and benefits to members

**Vice Chairman/Chairman Elect:** The members shall be responsible for electing the Vice Chairman/Chairman Elect. The Vice Chairman/Chairman Elect shall assume office on July 1st in even numbered years and serve for two years. The Vice Chairman/Chairman Elect shall become the Chairman of the Board upon the conclusion of the term of the incumbent Chairman. The Vice Chairman/Chairman Elect must have served on the Board of Directors for a period of at least one (1) year prior to being elected Vice Chairman/Chairman Elect and be the primary voting representative or secondary voting representative of a Regular Member or a National Company Member who is a Member in Good Standing.

Responsibilities (including but not limited to):

- Serves as a member of the Board of Directors and, as such, attends all called and/or special meetings
- Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Performs duties assigned by the Chairman which include serving as liaison to at least one of the association’s standing committees
- Assists the Chairman in the performance of his or her duties, whenever requested to do so
- Represents the association before other associations or organizations as requested by the Chairman
- Promotes active participation in the association on the part of the membership
- Identifies and involves potential leaders
- Promotes association membership to prospective members
- Serves as an ambassador promoting ESA programs, services and benefits to members

**Secretary/Treasurer:** The members shall be responsible for electing the Secretary/Treasurer. The Secretary/Treasurer shall assume office on July 1st in odd numbered years and serve for two years. While serving as Secretary/Treasurer the individual must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member.

Responsibilities (including but not limited to):

- Serves as a member of the Board of Directors and, as such, attends all called and/or special meetings
- Ensures the safety and accuracy of all board records
- Drafts and reviews board minutes prior to submitting for approval
- Provides notice of meetings of the board and/or membership when such notice is required
- Comprehends financial accounting for nonprofit organizations
- Serves as the chairman of the finance committee
• Manages the board's review of and action related to the board's financial responsibilities
• Works with the Executive Officer and the Vice President of Finance & Administration to ensure that appropriate financial reports are made available to the board on a timely basis
• Presents the annual budget to the board for approval
• Reviews the annual audit and answers board members' questions about the audit
• Identifies and involves potential leaders
• Promotes association membership to prospective members
• Serves as an ambassador promoting ESA programs, services and benefits to members

Immediate Past Chairman: The Immediate Past Chairman adds continuity to the Board, especially during transition. He or she assists the Chairman as needed in carrying out the mission of the association by performing duties and tasks as assigned. The Immediate Past Chairman assumes the responsibilities of the Chairman in his or her absence.

Responsibilities (including but not limited to):

• Serves as a member of the Board of Directors and, as such, attends all called and/or special meetings
• Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
• Performs duties assigned by the Chairman
• Assists the Chairman in the performance of his or her duties, whenever requested to do so
• Promotes active participation in the association on the part of the membership
• Identifies and involves potential leaders
• Promotes association membership to prospective members
• Serves as an ambassador promoting ESA programs, services and benefits to members

Chapter Council Director: Five individuals serving on the Chapter Council shall be elected by the Chapter Council Representatives to serve on the ESA Board of Directors. Each Chapter Council Director shall serve a two year term. Two directors will be elected in odd numbered years and three directors will be elected in even numbered years. This will ensure the directors will have continuity of board activities. Any individual elected as the Chapter Council Director must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member.

Responsibilities (including but not limited to):

• Serves as a member of the Board of Directors and, as such, attends all called and/or special meetings
• Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
• Performs duties assigned by the Chairman
• Reports to the Chapter Council the decisions and actions of the ESA board of directors
• Serves as an ambassador promoting ESA programs, services and benefits to members
National Company Director: The National Company Members shall elect their representative to serve on the Board of Directors. The National Company Director shall serve a two year term and will be elected in odd numbered years. Any individual elected as National Company Director must be a primary voting representative or secondary voting representative of a Member in Good Standing who is a National Company Members.

Responsibilities (including but not limited to):

- Serves as a member of the Board of Directors and, as such, attend all called and/or special meetings
- Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Performs duties assigned by the Chairman
- Reports to the National Company Members the decisions and actions of the ESA board of directors
- Serves as an ambassador promoting ESA programs, services and benefits to members

Associate Member Director: The Associate Members shall elect their director to serve on the Board of Directors. The Associate Member Director shall serve a two year term and will be elected in odd numbered years. Any individual elected as the Associate Member Director must be a primary voting representative or secondary voting representative of a Member in Good Standing who is an Associate Member.

Responsibilities (including but not limited to):

- Serves as a member of the Board of Directors and, as such, attend all called and/or special meetings
- Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Performs duties assigned by the Chairman
- Reports to the Associate Members the decisions and actions of the ESA board of directors
- Serves as an ambassador promoting ESA programs, services and benefits to members

At-large Directors: Industry leaders who are diverse in perspectives that can enhance the work of the board and reflect the breadth of the industry. Two individuals serving as At-large Directors shall be selected by the Board of Directors based on recommendations from the Chairman. The At-large Directors shall serve a two year term and will be selected in even numbered years.

Responsibilities (including but not limited to):

- Serves as a member of the Board of Directors and, as such, attend all called and/or special meetings
- Supports the Chairman in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Performs duties assigned by the Chairman
- Serves as an ambassador promoting ESA programs, services and benefits to members
Chapter Council: The council serves in an advisory capacity to the Board of Directors of the Association. It promotes interchange among chapters and provides an opportunity for chapters to participate more directly in the governance process of the Association through representation of their interests on the ESA Board of Directors. The Chapter Advisory Council also enables chapters to participate as a coordinated, unified representative body and is responsible for electing their delegates to the ESA Board of Directors.

The Chapter Council shall consist of one representative from each Chartered Chapter that is a Chapter in Good Standing with ESA. Each representative must be an owner, officer, or Employee of a Regular Member or National Company Member who is a Member in Good Standing and must be at least twenty-one (21) years of age. While serving as Chapter Council Representative the individual must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member. ESA relies on “in-kind” support from volunteer leaders, therefore Chapter Council members must be able to dedicate the time and resources required to perform all responsibilities.

Chapter Council Representative: A Chapter Council Representative performs a variety of important functions within the overall structure of ESA. For this reason chapters should give due consideration when appointing a qualified individual to fill this seat. Any individual selected by a Chartered Chapter to represent such chapter must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member of the Association. Chapter Council Representatives shall serve a three year term.

Responsibilities (including but not limited to):

- Attend all Chapter Council meetings
- Address chapter concerns to the Chapter Council and through the Chapter Board Representatives
- Participate in Chapter Council deliberations
- Vote on issues presented to the Council
- Support and work to implement Chapter Council decisions
- Participate on at least one ESA committee or professional group
- Ensure a succession plan is in place for replacement
- Serve as an ambassador promoting ESA programs, services and benefits to chapter officers and members
- Subscribe to and regularly monitor the Chapter Council discussion board

Chapter Council Chairperson: The representatives serving on the Chapter Council shall be responsible for electing the Chapter Council Chairperson. The Chapter Council Chairperson shall be elected in even numbered years and would serve for two years. The term will follow the same term as the ESA Chairman. Any individual elected as Charter Council Chairperson must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member of the Association.

Responsibilities (including but not limited to):

- Fully understand and support the mission of the Association
- Accept and support the council’s charges and purpose
- In consultation with the ESA Chairman, develop an annual work plan that includes goals and objectives
- Maintain regular communication with the ESA Chairman regarding council activities
- Preside over council meetings
- Oversee the activities of council members to ensure the objectives of the council are being met
- Work with council members to establish an annual calendar of council meetings
- Plan council meetings and agendas in collaboration with council members
- Ensure meeting reminders and meeting minutes are maintained and copies are provided to ESA
- Foster a professional environment that encourages participation from all council members
- Make contact with all council members to welcome them to the council and assist with onboarding
- Review reports and minutes of the council before distribution
- Lead an annual self-assessment of the council

**Chapter Council Director:** Five individuals serving on the Chapter Council shall be elected by the Chapter Council Representatives to serve on the ESA Board of Directors. Each Chapter Council Director shall serve a two year term. Two directors will be elected in odd numbered years and three directors will be elected in even numbered years. This will ensure the directors will have continuity of board activities. Any individual elected as Chapter Council Director must be a primary voting representative or secondary voting representative of a Member in Good Standing who is either a Regular Member or a National Company Member of the Association.

**Attributes of the Chapter Council Directors:**

- The ability to think strategically and analytically and to effectively communicate thoughts and the reasons for them
- Possession of earned respect of other key stakeholder group members
- The ability to work well with others as a member of a collaborative group with group decision-making authority and an understanding of the fiduciary duties of loyalty, care, and obedience
- Demonstrated understanding of the differences between “oversight” and “supervision”
- Earned reputation for emotional maturity, personal integrity, and honesty
- A demonstrated familiarity with the body of knowledge related to both the process for which the group is responsible as well as the substantive content of the subject area within which decisions and choices will have to be made

**Responsibilities (including but not limited to):**

- Serves as a member of the Board of Directors and, as such, attends all called and/or special meetings
- Supports the Chairman of the Board in formulating policies and programs that will further the mission, vision, goals and objectives of the association
- Performs duties assigned by the Chairman of the Board
- Reports to the Chapter Council the decisions and actions of the ESA board of directors
- Serves as an ambassador promoting ESA programs, services and benefits to members
Attendance does not equal engagement. We have all witnessed people in meetings that are present but not participating. They are distracted by each and every email that appears in their inbox, each text that obnoxiously dings on their phone, they may be daydreaming and not listening to a word that is being said or even worse they may actually be asleep. Then when they awake from their cat nap they ask a question or make an irrelevant comment about something that has already been answered or covered. Don’t be that person!

In fact, when you see these people, hold them accountable for their actions. Your meetings will be much more efficient when everyone actively participates. Take TSA’s “See Something Say Something” and apply it to the meetings you participate in.

Board meetings should serve as critical inflection points for every organization. It’s where important issues are discussed, strategic objectives are set, courses of action are put into place and decisions are voted on. Having a board of directors made up of individuals that are actively engaged in each meeting and the organization is critical to the success of that organization. All board members should take their role and the responsibilities that come with serving as a member of the board very seriously. Being a board member is often synonymous with a prestigious leadership position. However, those positions do not come without important responsibilities. The best board members are often busy people who enjoy rolling up their sleeves and getting things done in an effective manner.

So what does being an engaged board member really mean? An engaged board member is a strategic, forward-thinking individual that endeavors to have a collaborative relationship with fellow board members and with the organization’s leadership. Engaged boards get work done between board meetings, hold themselves accountable for the tasks they volunteer to complete or that are assigned to them, they come well prepared to meetings and they are willing to candidly and confidently discuss sensitive topics that the organization must address. An engaged board member is also one that recognizes the importance of creating an environment of mutual respect so that all members of the board feel comfortable in offering their views and opinions. Board members that exhibit engagement are personally invested in the mission of the organization and serve as ambassadors, advocates, strategists, and all around supporters.

Engaged board members focus on future-oriented, proactive, discussions. These individuals must also be willing to take calculated risks, challenge assumptions, test traditional ways of doing business, and introduce innovative ideas to grow the industry and the organization overall. In order to fulfill all of the fiduciary responsibilities of being a board member, each person sitting on a board should at the very least:

- Go through a thorough orientation
- Research and understand the history of the organization
- Identify the players (other board members, committee chairs, members and staff)
- Learn about each committee and what they do
- Understand industry opportunities and challenges
- Understand the organization’s needs along with the needs of the members
- Be open to learning and broadening their perspective
• Be an active participant in meetings (ask questions, provide insight and solutions)
• Fully participate in events and social networking activities with other board members to build strong relationships, trust and enhance group dynamics
• Conduct a self-assessment
• Be able to answer what they have done since the last meeting to advance the mission of the organization

In closing, an engaged board member is someone who cares about the organization they serve. They allocate enough time to be responsive to anything that comes up. They serve for more than the title because their primary motivation for serving on the board is to better the industry and the organization. They are passionate about the organization’s mission and they put their personal agenda aside to ensure the organization accomplishes its mission and they vote with the organization’s best interest in mind.
**CAA CALENDAR 2016**

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<td>21-Jun</td>
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CALL FOR NOMINATIONS

The California Alarm Association Nominating Committee is seeking nominations for the following officers for the term 2017-2018 to be elected at the CAA Winter Convention in San Francisco on December 9, 2015:

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

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

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

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

NOMINATION OF OFFICER
Each nominee must have a nomination and second made by a Regular Member in good standing.

TO: CAA NOMINATING COMMITTEE

OFFICE FOR NOMINEE

NAME OF NOMINEE
Print Name
Print Company

NOMINATED BY
Print Name
Print Company

SECONDED BY
Print Name
Print Company

PLEASE EMAIL TO INFO@CAAONLINE.ORG OR FAX TO CAA AT 800-490-9682.