

THE MIRROR

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CAA Virtual Conference Hosts More Than 1,000 Participants, 250 Registered

The CAA Virtual Conference held May 13-15, 2020 registered more than 250 industry leaders for 18 workshops and several CAA program presentations. The conference was held on Zoom in place of the annual gathering at the Hilton Palm Springs with a cumulative attendance was more than 1,000 participants for the 21 sessions.

"Our first venture into a virtual conference was a success and we were able to deliver our message along with relevant information to our members and the industry," said CAA President Tim Westphal, COO of Bay Alarm. "I want to thank all of our presenters who provided workshops that will have an impact on our business and industry."

Special guest speakers included Chief Lynne Andres and Deputy Chief Sam Stodolski from the California State

Bureau of Security and Investigative Services and CAA Youth Scholarship winner David Vojtaskovic, Jr., and his father David Vojtaskovic of the El Cajon Police Department. Westphal presented the CAA Mark Schubert Award, which recognizes Associate Members who serve the associations, to Ben Martinez of Grand Central Station. He also announced that Mike Salk of Reed Brothers Security will receive the CAA George A. Weinstock Award at the annual CAA Tribute Dinner at The Fairmont San Francisco December 2-5, 2020.

"We look forward to the time when we can gather in person, but the CAA Virtual Conference allowed us to share information and even network during our closing happy hour," said CAA Associate Director Tim Tracy of Resideo.

Conference story continues in the Special Section - page 18

Virtual Conference Recap • Sponsor Recognition • Speaker Appreciation

Ben Martinez Named Schubert Award Honoree

His willingness to serve and his advocacy have been critical to the growth and well-being of the regional chapters in Northern California.



Mike Salk Named George A. Weinstock 2020 Award Honoree

His nearly 30 years of volunteer service, providing leadership to major issues facing the industry, make him a natural selection for lifetime achievement and service to the industry recognition.



GLASAA

Greater Los Angeles Security Alarm Association

GLASAA has cancelled its June 16, 2020 meeting.

El Cajon Police Department sent a "SHOUT-OUT SATURDAY" to David Vojtaskovic, CAA Youth Scholarship winner, who is working on his Eagle Scout Project. He created, built and fundraised an amazing mobile emergency station for our ECPD training facility! His winning essay appears on page 22.

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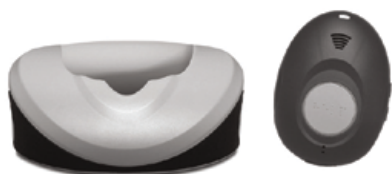


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PRESIDENT'S MESSAGE

Association Strong: Responding, Transitioning to the Pandemic

Associations are not important until they are important.

Dear CAA Member,

COVID-19 has proven the value and relevance of the CAA as we address the evolving challenges of the pandemic and the rules and regulations it has generated.

Our first initiative was to work with local, state and federal agencies to clarify that the work we do in the electronic security industry is an essential service. Our partnership with ESA, SIA, and TMA resulted in the Department of Homeland Security designating us as essential services, and the State of California and local municipalities referred to DHS for their local jurisdictions.

Our annual gathering in Palm Springs was converted to the CAA Virtual Conference May 13-15. While we missed the networking associated with our golf tournament and poolside receptions, we were able to offer relevant and valuable workshops. More than 20 presentations over the three days included pandemic focused topics, but also information on products and services that will help you grow your business. More than 1,000 attendees participated in the workshops and we closed with an entertaining virtual poolside happy hour.

I want to thank the sponsors who stepped forward during these uncertain times to host the CAA Virtual Conference and the CAA Winter Convention scheduled for December 2-5, 2020 at The Fairmont in San Francisco. My hope is that circumstances will allow us to gather once again to celebrate our association in San Francisco.

We announced that Mike Salk of Reed Brothers Security will receive the CAA George A. Weinstock Award in December. His nearly 30 years of volunteer service, providing leadership to major issues facing the industry, make him a natural selection for our lifetime achievement and service to the industry recognition.

Ben Martinez of Grand Central Station received the CAA Mark Schubert Award which recognizes an Associate Member who supports the associations at the regional and state level. His willingness to serve and his advocacy have been critical to the growth and wellbeing of the regional chapters in Northern California.

I hope you will visit our new website, www.caaonline.org, and look for the launch of our new Field Service Technician Training Program in the near future. We will continue to look out for the interest of the industry and your company, and we encourage you to join and participate in your professional trade association.

Sincerely,

Tim Westphal
CAA President



By Tim Westphal



RUDY ALVA

May 31, 1946 – March 22, 2020

The CAA mourns the loss of longtime industry leader
and former member of the CAA Board of Directors
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LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2020

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2019 and encourage CAA members to contribute what they can to reach this goal.

As a reminder, PACs allow citizens with a common interest to join together to participate in the political process. Members of an industry association or employees of a company have an interest in supporting candidates whose philosophy is conducive to creating an environment in which their business can succeed. By donating to the company or association's PAC fund, employees or members help ensure that legislators will be elected who are interested in and responsive to the concerns of the company or industry.

CAA PAC FUND CONTRIBUTIONS

The California Alarm Association has a very strong government relations program that works on the local, state and national level. In addition to the hundreds of hours of volunteer service from our members, we have a CAA PAC Fund which supports our interests in Sacramento.

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The Impact of Relationships



By Harvey Eisenstadt

Relationships are the cornerstones for success. Just as in construction, the building is not complete till the cornerstone is in place. Similarly, a successful sale is not imminent if the relationship is not solid and unwavering. Understanding this, salespeople must exhibit a sensitivity to the relationship with their customers and prospects.

This sensitivity must identify with the reliance that relationships have as salespeople move forward to meet the challenge for success. They must allow nothing to negatively affect the development and safeguarding of these relationships.

Salespeople must never forget that when a prospect makes the decision to purchase your product or service, they do so with the understanding that you will fulfill all the promises you made during your presentation. The

presentation is where you developed and strengthened your relationship with the prospect, moving them over to your side and empowering them to buy from you.

The first and most empowering precondition to achieving this level of relationship is found in trust and respect. To gain the prospect's trust and respect, which is an absolute necessity to win their confidence, the prospect must easily recognize that the salesperson truly understands their need and has a competent understanding of the environment for the need. Trust and respect are fragile properties and can be easily torn down by a simple mistake. Salespeople must never forget that they represent almost 100% of the contact the customer will have with their company. Simply stated, when the prospect makes the decision to purchase, they are doing so because they are trusting, respecting and believing that you will fulfill the commitments you have made for your company. In doing so, the embodiment of a favorable long-term relationship weighs heavily in the prospect's decision to purchase.

Quite often the strength of the relationship between the prospect and salesperson represents equal - or even more - importance to the prospect than the product or service presented by the salesperson. Many times, the final decision to purchase is based on that relationship with the salesperson. As a result, the salesperson's delivery of promises must be very carefully thought out and non-ambiguous during their presentation. Your sale will be successfully consummated when the prospect has been convinced that you are the company to provide the product and service to meet their need.

That is the power of the impact of the relationship.

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses more than 55 years of successful sales and sales management experience and is a nationally recognized authority on relationship building. Harvey can be reached at 818-701-7799 or harvey@hjesales.com

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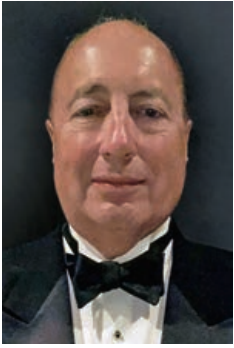
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ASSOCIATES NEWS



CLARE CONTROLS has appointed Gene Marks, a leading security industry sales veteran, to the position of Vice President of Sales. Reporting to Clare President and CEO, Brett Price, Marks is building the sales pipeline for the company's new ClareOne™ Wireless Security and Smart Home Panel and security sensor line. "Gene is already introducing the Clare advantage to security dealers across the country and showing how we can benefit their business, which is more important than ever in this current economic and social climate," stated Price. For more information, visit www.clarecontrols.com.

COPS MONITORING announced the promotion of Juergen Henry to Assistant Vice President of Operations. As Assistant Vice President of Operations, Juergen's primary role will be to provide direction and individualized support to the operations managers at each of COPS' six locations to ensure continued commitment to the high standards that has made COPS Monitoring a leader in its field. "As we approach 4 million monitored accounts and grow our staff to 1,000 employees and beyond, it's critical that we continue to pay close attention to the fundamentals," said COPS Monitoring's president Jim McMullen. Juergen began his security industry career 10 years ago in an entry-level position in COPS' Florida monitoring center. For more information about COPS Monitoring, visit copsmonitoring.com.



NATIONAL MONITORING CENTER (NMC) announced it has been issued the certificate of compliance from UL, a leading global safety science organization, that certifies NMC and Netwatch Group as a UL approved monitoring station for managed video services. The scope of UL 827B, as defined by UL, covers managed video services provided by monitoring stations that deliver security services by leveraging video cameras and related video technologies installed at protected properties to form all or part of an electronic security system. The managed video service provider employs staff located at a Managed Video Monitoring Station (Command Center/Central Station) to view video streams, make situation-awareness informed decisions, interact with people or systems at a protected property, notify identified parties of events, or other services. The unique aspect of companies obtaining this certification is the active management of security events and subsequent engagement, including handoff and tactical support to law enforcement, all in real time via command center-based agents. "The significance of NMC's certification by UL further sets us apart from other monitoring stations and we couldn't be prouder to be a part of a distinguished group that continues to set the standard in the security industry," said Woodie Andrawos, President of NMC. For further information, please call 877-353-3031 or email at sales@NMCcentral.com.

MARKS USA, a division of **NAPCO SECURITY TECHNOLOGIES** and sister division of Alarm Lock, announced the debut of new virtual online and field training classes including new pro courses on architectural-grade hardware, locking and access lock lines, by technology or vertical market. Taught by CRL-locking pros for locking pros, the virtual online classes can be a great tech refresher or new introduction, ideal while quarantined or working from home. Field classes are also available where applicable. For a full list of classes, dates and locations, or to register for classes, visit www.marksusa.com/seminars, call your local sales rep or contact National Trainer for Marks & Alarm Lock, Andy Phelps at aphelps@napcosecurity.com. For more information on Marks USA visit www.marksusa.com or call customer service at 800-645-9445.



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TMA Releases Updated Operator Online Level 2 Training Program

The Monitoring Association [TMA] announced its newly updated Operator Online Level 2 training program is now available for purchase. The new course builds upon TMA's popular Operator Online Level 1 training program by offering six advanced modules that support skills and standards



of professionalism needed to be an effective contributor in the monitoring center.

The course is highly relatable and challenges operators to expand their knowledge through a focus on critical-thinking exercises associated with team building, conflict resolution and more impactful customer care.

"With the new normal of working remote and distance learning, the TMA's Operator Online Level 2 training program offers a fresh perspective on monitoring, leadership, and the evolution of technology in the life safety industry," stated TMA Education Committee Co-Chair John Brady, TRG Associates. "Subject matter experts and experienced monitoring center practitioners collaborated on content to provide the most relevant knowledge and skills for monitoring center staff today."

TMA Education Co-Chair Brandon Niles, Acadian Monitoring Services, LLC, added, "This course is the perfect companion to the TMA Operator Online Level 1 course. It adds layers of training that help ensure that all alarm operators are well rounded with a comprehensive knowledge-base of the alarm industry and alarm handling process. Because cybersecurity is even more important as we work from home, every person in the monitoring center will benefit from this actionable training."

To access the course, visit <https://tma.us/education/operator-online-level-ii/> or contact education@tma.us.

2020 TMA Annual Meeting

TMA's Annual Meeting will be held October 24-28 at JW Marriott Marco Island, FL and brings together some of the monitoring and security industry's most innovative and forward-thinking executives for a dynamic, open, and collaborative exchange. This distinct and highly regarded event offers attendees a combination of executive-level educational and social forums in which to interface with one another. This year TMA will mark its 70th Anniversary and it is open to integrator and monitoring center owners and executives, as well as security manufacturers and service providers. Visit www.tma.us.



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SCOTT SIMON

November 24, 1964 - March 17, 2020

Scott Simon, born November 24, 1964, passed away in his home on Tuesday, March 17, 2020. He was 55 years old. Survived by parents Ted and Arlene Simon, two sisters Michelle Simon Benyacar and Jaime Simon Rees, and two beautiful daughters Sammy and Sydney Simon.

Originally from Plainview and Dix Hills, NY, he graduated from Michigan State University in 1986. He then joined his father in the family business, Fire



Burglary Instruments (FBII), for five years when Honeywell acquired it in 1990. For over a decade at Honeywell he led many engineering and product management functions, was recognized for his outstanding ability leading teams and resolving complex issues and was promoted to General Manager of Alarmnet.

Scott achieved tremendous success running Alarmnet from 2002-2006 but it wasn't until Scott met his future partner

Lance Dean that would change his life and disrupt the alarm industry as we knew it. In 2007, together with Lance Dean they formed 2GIG or "Two Guys in a Garage" as industry insiders referred to it. This new company and the years to come would showcase Scott's ability as an innovator and true genius.

In 2008 2GIG launched the first Go!Control that shook up the entire alarm industry as most security systems worked over landlines (POTs) and did nothing more than transmit alarms and basic event signals. Then came the Go!Control GC2 which was the first self-contained wireless alarm system with a touch screen, cellular communicator and Z-Wave receiver that focused on features end-users wanted and were clamoring for.

Although Home Automation was talked about for years, it was never a mass market product due to its heavy price tag but Scott broke through this barrier making 2GIG the #1 residential Smart Home alarm control panel throughout the US market for several years to come.

The Go!Control was literally the first cellular based combination security and SMART home automation control that was affordable for the masses. To accomplish this Simon was instrumental in organizing "leaps of faith" by

technology partners, suppliers, and vendors to produce major pricing concessions and technology requirements for his vision to become a reality. Convincing these partners and engineers to change their way of thinking and to believe in accomplishing "out-of-the-box" new ways of doing things was also a special gift Scott had that was a major factor contributing to his success as well. Scott had a way of explaining things with simple analogies so that you would understand complex problems, issues, challenges and requests with ease, honesty and integrity.

In 2013 2GIG was sold to Nortek for \$135M just 5 years after its inception. Following the acquisition Simon stayed with Nortek as a leader and mentor to the engineering and product management teams and also was a consultant for Vivint. Simon exerted a "Savant" like talent when it came to beta testing and debugging control panels.

In 2015, Simon joined childhood friend Matt Schweiger to form Diversified Security Products (DSP). DSP consulted for several global alarm companies, security manufacturers, and interactive service providers in the smart home automation verticals. Additionally, DSP are major resellers of AT&T, VZ and T-mobile SIM cards to dealers in the Security, Personal Emergency Response (PERs and Mobile PERs) and Video industries. In 2020, with Simon's leadership, DSP launched TRIKDIS LTE cellular and Wi-Fi communicators that work on the keypad bus of all the major US based manufacturers where the server is 100% owned and operated by the central station or alarm company.

In addition to DSP, Simon was also the co-founder of CellBounce to address the industry wide problem of having to change the more than 12M alarm systems in the US from 3G to LTE. This is the first DIY Plug-and-Play solution that upgrades 3G to LTE with no technician required or costly truck rolls.

In addition to his business acumen Simon was a very special person and touched others in so many positive ways. From Matt Schweiger: "Scott was my best friend and brother of 48 years and business partner for the last 6 years. Everyone who knew him was blessed by his presence as a trusting, honest, loyal, ethical, giving, kindhearted, caring, gentle, humble, intelligent, beautiful inside and out, funny, and UNIQUE individual. Scott was the salt of the earth and will be missed terribly. I'm so grateful to have known him. RIP."

"I was fortunate to work in the trenches with Scott for four years at 2GIG. They

were incredibly rewarding years and I'm so grateful for the time we spent together," said Todd Santiago. "He was one of the most kind-hearted, genuine, loyal people I have ever met and he absolutely dominated professionally—he was so good at what he did! Thinking back to those years brings tears of joy and sadness—the world was a better place with Scott in it and I'll miss him."

"I was introduced to Scott during his career working for Honeywell when he took on a new role managing the AlarmNet business," remembered Chris Coleman. "From day one in his new position we forged a solid relationship as co-workers and friends which had lasted through the years. During his time at Honeywell we accomplished a lot of great things together and Scott's leadership and forward thinking was instrumental creating new opportunities while growing the overall business. There are so many memories and great stories that we had together which I forever cherish and saddens me deeply they will be just that, memories. Scott will be truly missed by all he has touched through the past decades and his pioneering accomplishments in our industry will continue to live in years to come."



Scott Simon with friends

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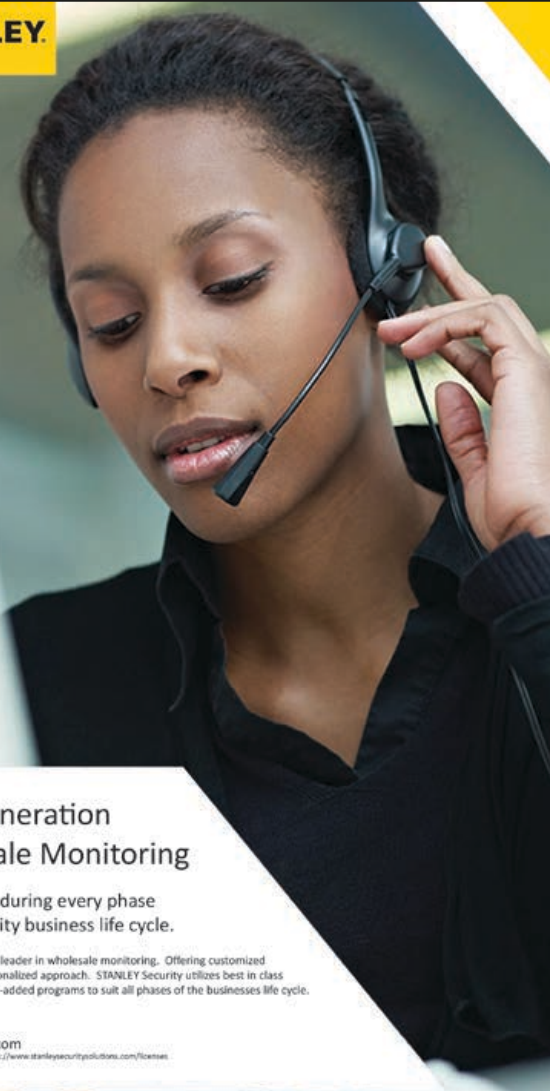
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FOR ANY CURRENT REGISTRATIONS, THE DETAILS OF ANY MARCH REGISTRATIONS WILL TRANSFER OVER TO THE OCTOBER 2020 EVENT AND THERE IS NO FURTHER ACTION REQUIRED BY YOU.



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Special Conference Section - continued from page 1

VIRTUAL CONFERENCE 2020



Conference Story continued from page 1

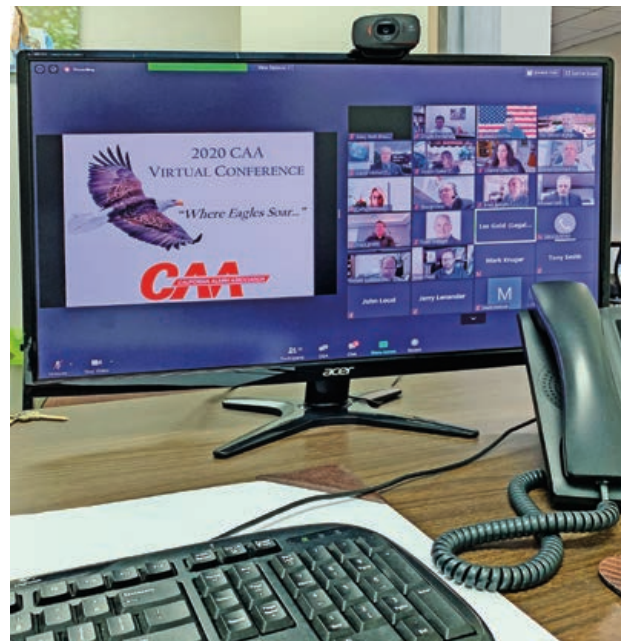
"I think we have proven that there is a place for webinars moving forward with the CAA."

The CAA announced the development of the Field Service Technician (FST) training program which offers a 24-hour online program along with 190 hours of Continuing Education Courses. They also previewed the new website with interactive payment function and a member only section.

The CAA offered sponsorships that include the CAA Virtual Conference and the CAA Winter Convention and received extraordinary support to the association. Leading sponsors were WBFAA UATC, Bay Alarm Company, Digital Watch Dog, ISC West, National Monitoring Center, Ignite Security Marketing, Advanced Security Systems, DMP, INVISUS, PDK, Reitman Consulting Group, Security Funding Solutions and USA Central Station. Those who supported the CAA Virtual Conference were AvantGuard, Brivo, Chaumont Law, Inc., Davis Mergers & Acquisitions Group, Inc., Denalect Alarm Company, GLASAA, GMS, IMRON, Reed Brothers Security and Valley Alarm.

The CAA offered the conference in cooperation with INVISUS and Security Funding Solutions, who produced the webinars. Video of the conference are available on the members only section of the CAA website at www.caaonline.org.

The CAA Winter Convention will be held December 2-5, 2020 at The Fairmont San Francisco on Nob Hill. For further information visit www.caaonline.org or contact the CAA office at 800-437-7658.



Many thanks to the presenters

- | | | |
|---|--|--|
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CAA Convention Events from 2019 - Looking Forward to More!





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2020 CAA Youth Scholarship Recipient

David Vojtaskovic, whose father works for the El Cajon Police Department, received the 2020 CAA Youth Scholarship Award during the CAA Virtual Conference on May 15 during the CAA General Session. He received a check for \$5,000 to advance his academic studies thanks to the sponsorship of ISC West. The CAA and its Regional chapters distributed a total of \$15,000 to 11 recipients this year, all children of law enforcement and fire service personnel.

Winning Essay: “What it means to me to have my parent involved in securing our community.”

*By David Vojtaskovic
2020 CAA Scholarship Winner*



My dad is pivotal to the safety and security of our community and has instilled in me values that would shape my future. I am an Advanced Placement (AP) Student at Valhalla High School and will be attending Brown University in the fall, planning on majoring in business economics and political science. I aspire to go to law school afterward to become a lawyer.

Outside of school, I play the violin in orchestra and have achieved my Eagle Award in scouting. I could never have aspired to what I have without my dad's instillation of his core values that he learned as a police officer: perseverance, civic responsibility and respect, and justice.

As a police officer, my dad has learned how to persevere through very tough situations on the field. He has raised me to hold the same value. He reminds me that to be the best, one must always work hard and never give up. He has shaped me to value diligence and industriousness and to practice this every day.

In school, I strive to be my best by taking the most advanced courses that I can. I struggled in Chemistry and Physics, so I put in a great deal of effort to excel in these courses. For my AP Physics class, I go to school an hour early when I am struggling to ask my teacher questions and to review content, and for my AP Chemistry class, I reviewed with a tutor to strengthen my knowledge in the field. I am proud to have never gotten anything lower than an A in a class in High School, and this is due to the work ethic and perseverance instilled by my dad.

I apply this to my extracurriculars as well. I started the violin in fifth grade, and over the years, with diligent practice I aspired to higher echelons of orchestras. I also take private lessons from the principal second violinist of the San Diego Symphony to refine my technique and to learn skills that would allow me to continually grow and improve as a violinist. My dad always encouraged me to persevere and to work hard in everything I do, and this value has shaped me into the industrious person that I am today.

My dad is also very respectful of our community and country and feels he has a responsibility through his work to make it safer, stronger, and better. He has impressed this value of civic respect and responsibility into me, which has led me to cherish my community and to always strive

to make it better through engagement and service. For the 2020 Primary Election, I worked as a clerk at a polling place in my community. Not only was it fascinating to discover the intricacies of administering an election, but it also developed immense amounts of respect for the process and for the freedoms that people often take for granted in our country. It was inspiring to see people exercise their right to vote and to interact with this community of people engaged in their country's affairs. I am grateful to have been given this opportunity to serve our community, state, and country.

My extensive time in scouting has also given me opportunities to engage with the community. Throughout my twelve years of scouting, my most impactful service to the community was with my Eagle Scout Project. I created Emergency Stations for the El Cajon Police Department that organized life-saving supplies. I knew that the organization and accessibility of these supplies could mean the difference between life and death for an officer, so I knew I had to take on this project to do my duty to them. I spearheaded the entire project through the design, proposals, meetings, fundraising, and construction, creating an innovative, long-lasting apparatus, serving both the law enforcement and local communities by ensuring the safety of these officers. Following my dad's example, civic responsibility and respect is a value that I cherish.

The values of justice and morality are key ideals that my dad taught me. Through his life, he has always had personal morality and honor, both on and off of his job. He inspired and taught me to do the same. He instilled in me values like integrity, loyalty, empathy, kindness, and righteousness. He has given me pieces of advice that relate to his experiences as an officer, such as to always look at both sides of a situation and to do what is right rather than what is easy. He has inspired me to be the person who sticks up for someone being bullied, to help people whenever I can, and to own up to my mistakes, no matter how hard that may be. My dad has always been a figure of morality for me, and I have taken on his persona to continue his legacy of ethics and principle.

These key values that my dad bestowed upon me are my guiding principles throughout life. They have driven me to always be my best with perseverance and diligence in school and extracurriculars, civic respect and responsibility both to community and to country, and justice in doing what is right at any cost. These values have guided me to my future of higher education and law. Law is a field closely tied with these core values. It takes hard work and perseverance to become a lawyer, to execute a good case, and to run a successful firm. Practicing law gives back to the community, where the lawyer serves as a translator of the law, helping people to understand the legality of various situations and to make right with accordance to the law. Law is essentially the implementation of justice, so by becoming a lawyer, I will be enforcing values of morality to help the client and society overall.

My dad taught me his values, most notably the key ideals of perseverance, civic respect and responsibility, and justice, and with his guidance, these have shaped my vision for the future.



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William Watson, President

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If you would like to attend a meeting or if you have a desire to get involved, then please join us or call 800-559-9060.

IEAA Membership

If you would like to become a member or have any suggestions on ways to increase our membership, please us a call at 800-559-9060.



Deric Morrow, President

SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510-921-3987 or deric.morrow@jci.com. It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.



SACRAMENTO AREA ALARM ASSOCIATION

Sacramento Area Alarm Association
3491 Park Drive Suite 20-234, El Dorado Hills, CA 95762-4549
saaasecretary1@gmail.com
www.sacalarm.org

Mark Simpson, President



ORANGE COUNTY ALARM ASSOCIATION

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CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at www.irvinepd.org. The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines.

For more information about OCAA activities, contact the OCAA office at 800-339-1420 or email OCAAlarmAssoc@aol.com. Visit our new website at www.alarmassociation.org for meeting information and registration forms, training opportunities, members list and a whole lot more.



EAST BAY ALARM ASSOCIATION

Mike Salk, EBAA President / CAA Vice President NorCal

EBAA Meetings

For questions please reach out to Treasurer Deric Morrow 510-432-8130 deric.morrow@jci.com

RSVP to 800-437-7658 or info@caaonline.org.

Richmond Ordinance

Alarm users are required to have an alarm permit, and failure to obtain one will result in a \$250 fine to BOTH THE ALARM / MONITORING COMPANY AND ALARM USER. Permits can be obtained now by the alarm user or alarm company online here: www.crywolfservices.com/richmondca/. Click on "new Users" for the permit application. The permit fee is \$30 for a two-year alarm permit. Renewals will be the same fee and term. A list of your newly installed, and newly cancelled alarm customers must be submitted on a monthly basis to richmondca@publicsafetycorp.com.



GOLDEN GATE ALARM ASSOCIATION

Paul Wassem, President

Meetings to be held at: Chevy's Fresh Mex, 141 Hickey Blvd, South San Francisco, CA 94080

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

GLASAA

Greater Los Angeles Security Alarm Association

David Michel, President

The Greater Los Angeles Security Alarm Association scholarship presentation dinner will be held June 16, 2020 at the Los Angeles Police Academy at 5:30 p.m. Winners of the annual scholarship for children of law enforcement and the fire service will be present. RSVP to 800-437-7658 or info@caaonline.org.

New members are always welcome at GLASAA. Every local company in our industry should attend our meetings. We always have great people and informative topics. This is a fantastic opportunity to network with your peers and industry experts and to discuss what's going on in the business.

Please feel free to email me at dmichel@valleyalarm.com.

GLASAA Meetings and Events

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GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

Our meetings are held at Custom Electronic Supply, 1324 Dupont Court, Manteca 95336 and they start at 11:30 a.m. GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Joe Castro at 209-384-3305 or by email at josephc@alarmwatch.com for more information.

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MEETINGS 2020

♦ September 8, 2020..... MCAA General Meeting

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REDWOOD ALARM ASSOCIATION

Sean Cooke, President

Meetings - RAA Looks Forward to Summer!

Hello Redwood Alarm Association members! Unfortunately, our spring meeting was canceled due to the Governor's statewide stay-at-home order. We hope all our members and colleagues across the state are safe and healthy. Our summer and fall RAA meetings are still scheduled for July 29 and October 14, 2020.

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

SAN DIEGO SECURITY ASSOCIATION

SAN DIEGO SECURITY ASSOCIATION

Matt Kruger, President

City of San Diego Permit Process

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at hgonzalezreed@pd.sandiego.gov. If you have any questions, please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov or 619-531-2247. Visit our website www.sandiegosecurityassociation.org.

The San Diego Police Department Permits Division reminds all alarm companies that they are required to have a valid alarm permit for the premise being installed, prior to the installation of an intrusion or fire system. The alarm company is responsible for obtaining or verifying the existence of an existing alarm permit for the premise. For information please contact SDPD Permits Division – Frank Dragula 619-531-2364 Fdragula@pd.sandiego.gov

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2020 Annual AZAA Convention & Golf Tournament

The Convention will be held October 8 - 9 at the Wild Horse Hotel & Casino in Chandler, AZ. Our guest speaker will be motivational speaker, author and magician Jeff Scanlan. Jeff will speak on why people quit too soon. Attorney Lillian Chaumont will speak on "Run Your Business Today as if You're Going to Sell Tomorrow."

In addition, we will have classes available for company owners and managers, technicians (burglar and fire alarms), and alarm coordinators. AzAA will hold its Law Enforcement Appreciation Luncheon on October 9 and we will be inviting the Police Chiefs and Sheriffs, and the alarm coordinators to join us. The Golf Tournament will be held on October 8.

AZAA MEETINGS

AzAA will hold Membership Meetings on August 12. The Annual Holiday Party will be December 9 and it's always a great time with good food and friends.

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

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As you know, due to the COVID-19 (Coronavirus) pandemic, ISC-West was postponed, along with all of our surrounding events. The ISC-West in Las Vegas has been rescheduled for Oct 5-8 and we hope to see you then.

Please see our newsletter for resources for your company at the national, state and local levels. Consider utilizing ESA's National Training School's online courses for your employees during any required home time. The NSA has been working to reach out to legislators to make them aware of our industry's role and needs during any shutdowns and we will continue to work to assist members confronting difficulties during this trying time. Contact us with any questions.

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OBFAA Membership

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

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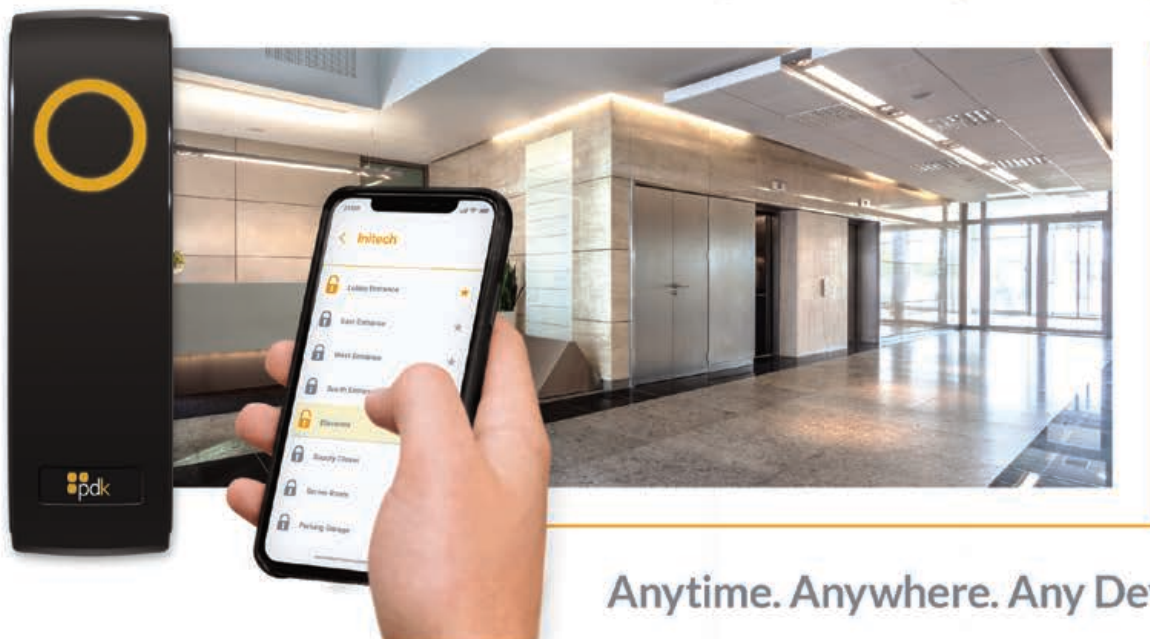
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The CBFAA has decided to postpone any general member meetings until further notice in the wake of the COVID-19 (Coronavirus) pandemic.

For the most up-to-date scientifically based information about the COVID-19 (Coronavirus) pandemic we refer you to the Centers for Disease Control and Prevention (CDC) website www.cdc.gov. There is Guidance for Businesses and Employers and checklists to help you be prepared. Links are provided in our newsletter to resources at the state, local and national levels to help your business weather this storm.

We are continuing to reach out to our legislators, so they are aware of our industry's needs, and are continuing to work to assist our members wherever needed in these ever-changing times.

Ready for a more active role? Join a committee or the Board. Your input is important.

CBFAA has a new easy flat rate dues structure for 2020 that makes membership a no brainer! Membership applications are available on our website www.cbfaa.org.

New to CBFAA? Add your name to our email list to get meeting notifications and our newsletter. Once you see the benefits of membership, you'll want to add your voice to ours. Info and membership applications available on our website www.cbfaa.org

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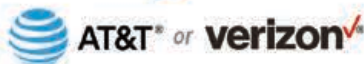


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WBFAA UATC Apprentice Enrollment for Fall Semester Class Open

Member companies can register new apprentices anytime. If you will be hiring new apprentices or technicians, member companies are encouraged to send job postings to info@wbfaa.net and we will send to our list of qualified prospects. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

Certification – Fire/Life Safety Technician - Renewal

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.

CSLB Enforces Zero Tolerance

The Contractors State License Board (CSLB) is legally required to open an investigation and initiate disciplinary action against the contractor (which may include license suspension or revocation) within 60 days of receipt of a referral or complaint from the Department of Industrial Relations' Division of Apprenticeship Standards (DAS). Labor Code Section 3099.2 stipulates that anyone who performs work as an electrician for C-10 Electrical contractors shall hold an electrical certification card issued by DAS; DAS is required by Labor Code Section 3099.2 to report violations to CSLB. Learn more about electrician certification by visiting the Division of Apprenticeship Standards website. www.dir.ca.gov/DAS/ElectricalTrade

WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with nearly 100 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net or www.wbfaatraining.net.

WBFAA UATC Invites Membership

Assented member companies register all fire alarm technicians in the program and pay a monthly fee of \$25 per technician. The apprentice program and course, prep material for certification and continuing education courses are provided at no additional fee. In addition, member companies who contribute to public works training trust funds to the WBFAA receive a \$.15 per hour credit for registered technicians. For complete information, visit www.wbfaa.net or call the WBFAA UATC at 800-809-0280.

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CAA CONVENTIONS

2020.....December 2 – December 5..... Fairmont San Francisco
2021.....May 12 – May 15 Hilton Palm Springs
2021.....December 1 – December 4..... Fairmont San Francisco

July 29RAA General Meeting..... Santa Rosa
August 12AZAA General Meeting Phoenix
October 4.....SIA/ISC Loves Security..... Las Vegas
October 4.....AIREF Golf Classic..... Las Vegas
October 5-7ISC West Las Vegas
October 8-9AZAA Convention..... Phoenix
October 14.....RAA General Meeting..... Santa Rosa
December 12AZAA Holiday Party

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New dates: October 5-8, 2020

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October 24-28, 2020
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November 18-19, 2020

CAA Winter Convention
The Fairmont San Francisco
December 2 – December 5, 2020



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