

THE MIRROR

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California Legislative End-of-Session Update 2023 Employment Legislation

September 15, 2023

By: Edelstein, Gilbert, Robson, & Smith, LLC

The California Legislature closed out its work for the 2023 legislative session on the evening of September 14. While there were several areas of public policymaking that captured the Legislature’s attention this year, no issue dominated the legislative landscape in 2023 the way labor and employment policy did.

Driven by ongoing strikes affecting the entertainment and Southern California lodging industries, as well as threatened strikes by health care workers, state and local public employee unions, UPS, and pending statewide ballot measures and a referendum to overturn a recently enacted restaurant wage law, the media deemed this to be California’s “Hot Labor Summer”

The Democrat dominated and labor friendly Legislature responded with dozens of legislative proposals aimed at assisting its most important constituencies, organized labor and its allies. With overwhelming 3/4 supermajorities in each house of the Legislature, labor-backed, Democrat-authored labor bills are almost certain to pass. With that fact in mind, it often becomes a matter of whether employer lobbyists are able minimize the financial or regulatory impact of introduced legislation. Lobbying by business becomes a matter of seeking amendments and brokering deals. The following summarizes the major legislative activity in the labor and employment arena for 2023.

SB 525 (Durazo) – Minimum Wage for Health-care Workers --

One of the more interesting legislative developments of the year is the deal brokered between the California Hospital Association with the Service Employees International Union, Healthcare Workers West (SEIU-UHW) to phase-in a \$25 per-hour minimum wage for healthcare workers.

As originally introduced, SB 525 contemplated a \$25 per-hour wage beginning in 2024. But as amended and sent to the Governor, the compromise bill will phase-in the \$25 per-hour minimum wage based on hospital size, location and payer status. The higher wage will be triggered in 2026 for large hospitals and health systems; in 2028 for other hospitals, and by 2033 for hospitals that are rural or have a high government payer mix.

The brokered deal will preempt any local wage measures until 2034.

This bill will also cover the wages of employees at dialysis centers which have been targeted by SEIU-UHW with back-to-back statewide initiatives aimed at regulating these centers out of business. These bruising initiative fights have cost that industry at least a hundred million dollars to defeat. With another initiative looming in 2024, this bill will take another fight off the table and create regulatory certainty for the foreseeable future.

AB 1228 (Holden) -- Fast Food Worker Wages

Another major brokered deal also involved the 2024 statewide ballot. AB 1228 will create a \$20 per hour minimum wage for all limited-service restaurants that are part of a chain with 60 or more locations nationwide beginning April 1, 2024.

AB 1228 will also repeal AB 257 which had passed in 2022 and would have created a Fast-Food Council with authority to impose an even higher minimum wage. The fast-food franchise industry and National Restaurant Association had qualified a referendum for the 2024 ballot to repeal the law. In response/retaliation for the referendum, SEIU sponsored AB 1228 which would have imposed joint liability on franchisors for labor violations committed by their franchisees.

Faced with the risk of joint liability and no guarantee

Legislation, continued on page 3

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Legislation, continued from page 1

of winning a \$100 million ballot fight, leading to an even higher minimum wage, the industry agreed to a compromise bill in AB 1228. The bill, expected to be signed by the Governor, would remove the risk of joint liability, create wage certainty, and save \$100 million in campaign costs.

SB 799 (Portantino) Unemployment Insurance for Striking Workers

This bill was introduced late in the legislative session in response to the ongoing strike by writers and actors in the entertainment industry. Senator Portantino and his primary co-authors all represent areas of Southern California with constituencies that are on strike.

SB 799 would make striking workers who have been on strike for more than two weeks eligible for unemployment insurance benefits. This bill is labeled a “job-killer” by the California Chamber of Commerce and was heavily lobbied by both supporters and opponents. No compromises were sought, and none were offered. The bill passed both houses of the Legislature with only a few Democrats opposing or abstaining. The bill will now head to the Governor where its fate is uncertain.

SB 616 (Gonzalez) – Paid Sick Leave

This bill would extend the annual amount of paid sick leave required to be given to an employee from three days to five days. As originally introduced, the bill provided for seven days of paid sick leave. This form of the bill moved easily through the Senate and one policy committee of the Assembly.

The business lobby recognized this bill would not be stopped and tried to negotiate a compromise to limit the paid sick leave to five days while requiring documentation for any leave beyond three consecutive days. The author and labor rejected the documentation requirement while narrowing the bill to five days of paid leave. The California Chamber of Commerce and its allies continued to lobby against the bill and continued its “job killer” label. While this strong lobbying effort caused some Democrats and all Republicans to not vote on the bill, it was not enough and the bill passed and is headed to the Governor. The

Governor has not yet publicly expressed an opinion of the bill.

AB 524 – Employment Discrimination: Caregiver Status

The bill prohibits employment discrimination on account of family caregiver status. The author and supporters argue that caregiver discrimination occurs when an employer refuses to hire or promote a person, or takes a negative employment action, because they assume the employee’s caregiving obligations will prevent the employee from doing their job.

The bill was opposed by a large coalition of employer groups who argued that the bill is so broad and open-ended that one could claim that every adverse employment decision was made based on Caregiver Status and will result in litigation.

Despite six Democrats not voting for the bill in the Senate and 13 Assembly Democrats not voting for it in the Assembly, the bill passed to the Governor.

SB 553 (Cortese) – Workplace Violence Prevention Plans

This bill requires employers to include Workplace Violence Prevention in its existing Injury and Illness Reporting Plan. This bill would create a new Private Right of Action that an employee can bring against an employer. This bill is on the Governor’s desk awaiting action.

SB 627 (Smallwood-Cuvas) – Displaced Worker Retention

This bill would require “chain” employers who close a location and layoff employees to notify and offer employment to those laid off employees of job openings at any other of its workplaces within a 25-mile radius of the closed establishment. The employer would be required to make this notification and offer to employees for one year. This bill was sent to the Governor.

Governor

With the Legislature now adjourned until January 2024, all lobbying attention will turn to the Governor who will have until October 14 to act on all the bills sent to him for consideration.

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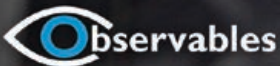
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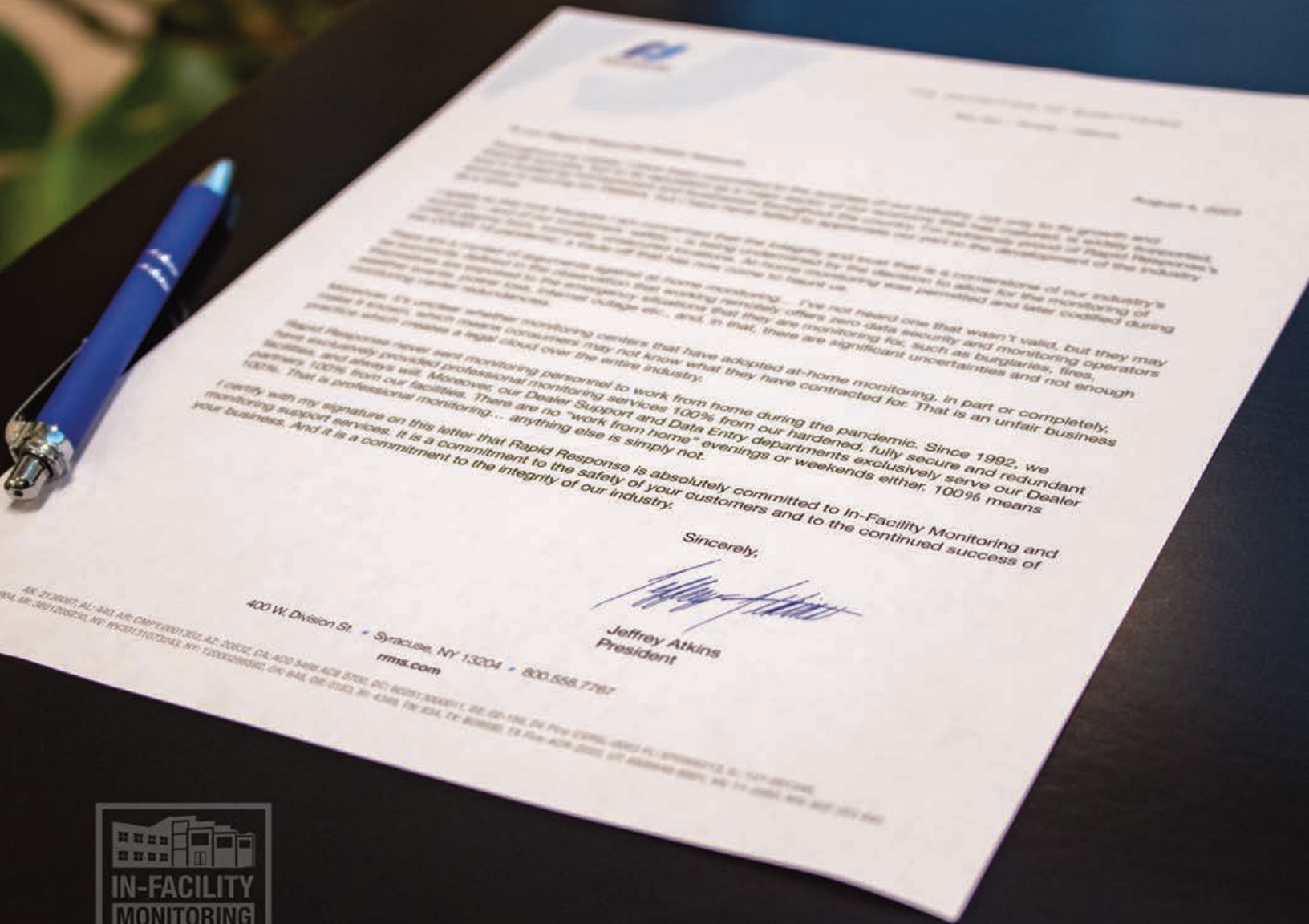
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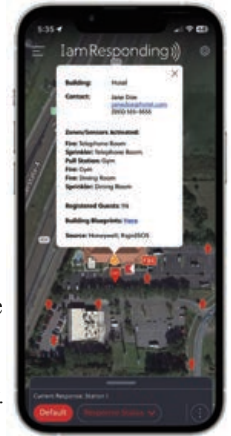
NAPCO SECURITY TECHNOLOGIES, INC announced the promotion of David Sperber to Director of National Accounts. Formerly, Sperber served the role of Southeast Regional Sales Manager. In David's new role, he will team up with VP, Duane Warehime, developing and supporting Napco's new and existing national accounts. David has over eight years experience with Napco and has quickly become a trusted resource for dealers and distributors in his territory: delivering sales, marketing and technical help with equal acumen and enthusiasm. "His immense experience in the security industry allows him to drive all facets of it." Said Duane Warehime, VP of NAPCO National Accounts, "It's great to have David back on my team again. We are working hard to partner with new national accounts and continue to make significant inroads, meeting and training their staffs, and introducing them to the significant operations advantages, i.e., labor- and cost-savings, Napco Intrusion, Fire and Access solutions offer their organization."



NAPCO also announced Sperber's replacement as the Southeast Regional Sales Manager, Jim Pless. The Southeast sales territory, includes North & South Carolina, Georgia and Virginia. Jim joins Napco's sales team with vast experience in all aspects of the electronic security industry, working with several top manufacturers, dealers and central stations in executive sales as well as operations management. He will report to Michael Venoit, VP of Sales, Napco Fire & Security, who commented, "With Jim's extensive background, in residential system sales in particular, he's joining Napco at an ideal time to support dealers, with our new introductions of award-winning Prima All-in-One Security/Connected Home/Automation Self-Contained Solution, as well as StarLink Max 5G Cell/IP Communicators, FireLink FACU with built-in StarLink comm. and Napco Access lines." As Napco Southeast Regional Sales Manager, Pless, based in Georgia, will offer area dealers expert sales support, insights & new product introductions, with the goal of growing their business with Napco's intrusion & commercial fire security solutions. Dealer/Integrators in NC, SC, GA, & VA, feel free to reach out to Jim at jpless@napcosecurity.com or cell 631-942-4017 or Michael Venoit, VP of Sales, Napco Fire Security mvenoit@napcosecurity.com. See all of Napco's labor-saving products at GSX or ISC East Expos, or online at www.napcosecurity.com

RAPIDSOS and **EMERGENCY24** announced a partnership that aims to deliver alarm signals for commercial fires faster and with more accurate data into the hands of first responders. With the launch of digital alerts, Emergency Communication Centers (ECCs) nationwide will receive dispatch information from monitoring centers in real-time, eliminating the need for a phone call. According to the U.S. Fire Ad-

ministration, non-residential fires increased 20% with fatalities up 70% in the study period (2011 - 2021). With RapidSOS, alarm signal data can be shared from the fire panel communicator, assessed by a central station, and received by ECCs and field responders all digitally, eliminating manual handoffs, transcription errors, and reducing transmission time. "Information is power. With this solution our telecommunicators immediately receive location and critical incident data directly on their screens, delivered digitally while they engage with the central dispatch station and go through the verification process," said Jessie Wiederhold, Clermont County Communication Center Director. "The result is a faster and smarter response that will help save property and lives."



SNAP ONE announced that it will host a national Oktoberfest event on October 19th from 11:00 am - 3:00 pm across all 41 Local Partner Stores. The event, sponsored by Control4®, Lutron, Sonos, and Sony, will bring Partners together to experience the latest product innovations while enjoying festive beer, music and food. To register, visit Snap One's invite www.snaponeoktoberfest.eventbrite.com or contact your local representative. At Oktoberfest, Partners will be able to enjoy festive food and beer, and experience live product demos from Snap One. "Oktoberfest is a celebration of Snap One's local expansion across the United States, which has brought superior access to products and insightful in-person training to regions across the country," said Bill Zidek, Vice President, Snap One Partner Stores. "This event is a fun opportunity for Partners to engage with our team and explore featured products from our sponsors. We look forward to showcasing innovations and connecting with Partners in-person to toast to what's to come!"



SECURITAS TECHNOLOGY CORPORATION (formerly Securitas Electronic Security, Inc.) announced the one-year anniversary of the STANLEY Security and STANLEY Healthcare acquisition, which serves as a significant milestone in its transformation journey toward technology-based solutions. The combined offerings and global footprint of these two powerhouse organizations has solidified its expertise in technology, and unlocked opportunities for innovative solutions that raise the bar on what it means to be a leader in the security industry. "One year ago, we combined

Associates News, continued on page 10

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ASSOCIATES NEWS, continued

the talent and expertise of two great companies with shared values and high ambitions to form Securitas Technology,” said Tony Byerly, Global



President, Securitas Technology. “We have created a company and a culture centered around our clients. Our expanded capabilities, global reach and leading technologies provide tech-enabled security solutions that create long-term value for our clients, who remain at the heart of everything we do.”

With more than 13,000 highly skilled employees, 10 Technology Centers of Excellence and industry-leading digital client platforms, its technology capabilities span across more than 40 countries, providing the full spectrum of security and healthcare safety solutions to clients. “Today, we celebrate where we are and the accomplishments of our employees over the past twelve months as we established Securitas Technology. Tomorrow, we focus on building the future of security - confident in our mission to help make your world a safer place,” Byerly said.

Native Smart Properties of the greater Dallas area recently secured a \$500,000 three-year line of credit with **ALARM FINANCIAL SERVICES**. This credit facility sets up Native to meet their growth objectives and to deliver customized security and smart home automation to the multi-dwelling properties market. As one of the largest providers of Alarm.com’s PointCentral smart home offering, Native has been able to meet an increasing demand in the multi-dwelling market in the Dallas/Fort Worth metro area. “This loan will allow us to accelerate our growth strategy and continue to evolve and innovate our unique business model,” states Mike Harrison, President of Native. “Jim and his team at AFS have been great to work with and really took the time to understand Native’s vision.” This relationship with Native marks AFS’ first venture into

financing integrated smart security in the multi-dwelling property space. “Native Smart Properties is a leader in this market and we are excited to be working with them as AFS expands its reach beyond non-traditional security and fire alarm companies,” says Jim Wooster.

NAPCO SECURITY TECHNOLOGIES, INC. announced the addition of Tim Cahoon, National Training Manager, reporting to VP of Sales, Napco Fire & Security, Michael Venoit. Ideal for extending Napco’s west coast training support, based in Phoenix, AZ, Cahoon will provide new product introductions and technical classes on Napco’s full range of residential and commercial solutions, in person and online, including award-winning Prima All-in-One Security/Connected Home/Automation Panel, as well as StarLink Max 5G Cell/IP Communicators, FireLink FACU with built-in StarLink comm. and Napco Access lines.



Tim comes to Napco with 20+ years of experience in the low voltage security and life safety industry, and proven expertise in sales & relationship management; coaching and developing sales teams for new business growth, in addition to one of distinguished US military service.

POTTER ELECTRIC SIGNAL COMPANY announced the SCA-5070INT 50W Integrated Amplifier that provides four (4) Class B or four (4) Class A speaker outputs and may be installed within the in the IPA-4000V, AFC-1000V, LOC-1000 and PSN-1000E using the provided mounting bracket. The SCA-5070INT can be used within a PSN-1000E and Local Operator Console (LOC). Installers can terminate signaling appliance wiring within a single enclosure, removing the need to split between two separate enclosures. In addition, installers can potentially use 4-conductor cable for NAC devices instead of separate 2-conductor cable. Over time, this results in a net reduction of both labor and wire cost. Potter Electric’s Product Manager, TJ Loughman said, “Current amplifier solutions for *systems have always struggled with the problem of being bulky and cost inefficient. The SCA-5070INT provides an elegant solution in both value and aesthetics for companies seeking to provide greater reach for their sound system.”

AIPHONE has introduced the AC Nio, its access control management software to its new line of access control solutions. With AC Nio, customers get access to an easy-to-use and customizable dashboard that provides the tools needed to manage daily access control credentials, run reports, set schedules, and program the AC Series access control solution. An intuitive software platform, the award-winning AC Nio features widgets, shortcuts, drag and drop functionality, and graphics to make managing the AC Series a breeze. An advanced scripting engine enables users to automate access control applications with unlimited customizations, while flexible permission capabilities support thousands of doors across multiple locations. “With the launch of our AC Series, we recognized it was important to develop a software management tool that would be easy to use but also offered the same high level of functionality that our customers have come to expect from Aiphone,” said Brad Kamcheff, marketing manager for Aiphone Corporation. “The AC Nio achieves just that, putting the power to manage our access control system and other security systems in our customers hands with a modern software platform that is fully customizable and integrates with other solutions.”



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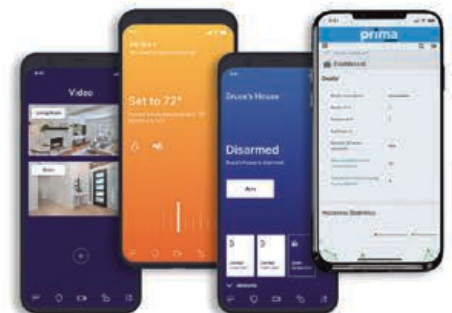


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State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

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 more than 50 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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ISC East 2023 opens registration with its premier sponsor Security Industry Association (SIA), and in partnership with the ASIS NYC Chapter.



ISC East is the Northeast's leading security and public safety event and will commence on November 14 (SIA Education @ISC: November 14-16 | Exhibit Hall: November 15-16) at the Javits Center in New York City.

ISC East continues to focus on its mission to keep communities safe and secure. The expo will showcase innovative technologies, new education and training sessions, and host special events for attendees. Throughout ISC East, attendees will discover new solutions to pressing security concerns, cultivate industry relationships, and learn from industry professionals.

"We're excited to showcase this year's top security technologies at ISC East. With new programming and endless opportunities to see the latest offerings, industry professionals will be challenged to redefine the future of security," said Mary Beth Shaughnessy, ISC Event Vice President. "This would not be possible without the participation of our partners and loyalty from all of our customers, which allow us to strengthen the industry and have a safer, more secure New York City and beyond."

Security and emerging technologies are a central topic and ISC East is the place to be this November to hear from the brightest and most innovative minds. Premier speakers and guests will share their experiences, ideas, and solutions for a safer future.

"Each year at ISC East, in addition to discovering a wide array of cutting-edge technologies on the show floor, attendees can access top-quality education and get insights from the industry's leading experts through the SIA Education@ISC East conference program," said SIA CEO Don Erickson. "The 2023 conference lineup will offer impactful keynotes, informative workshops and engaging sessions on the most current business trends, technologies and developments in security and public safety."



This year ISC East is offering SIA Education sessions for three full days, an expansion on previous years. With new education sessions and programming focusing on cutting-edge security technologies, ISC East will cultivate an environment for innovation.

The collaborative partnership between ISC East and the ASIS NYC Chapter will also introduce a unique side of security to the show. The ASIS NYC Chapter engages with security professionals, government, and law enforcement, bringing the latest information on current risk and threat trends while addressing today's security needs. "Through our partnership with ISC East, the New York City ASIS Chapter aims to bridge the gap between law enforcement and private businesses, recognizing the crucial role they both play in maintaining a safe and secure environment. By fostering collaboration and knowledge sharing, we strive to enhance the capabilities of security professionals across sectors, strengthening our collective ability to respond to emerging threats and safeguard our city, our region, and the nation," said Brian H. Reich, CPP, ASIS International New York City Chapter Chairman.

More information about education, programming, and premier speakers will be announced soon.

For the most up-to-date information or any additional questions, please visit www.isceast.com.

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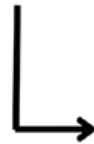
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INDUSTRY NEWS

The **Security Industry Association (SIA)** has announced General Stanley McChrystal – a retired four-star general, former commander of U.S. and International Security Assistance Forces Afghanistan, former commander of the nation’s premier military counterterrorism force, Joint Special Operations Command, and CEO and chairman of the McChrystal Group – as the 2023 dinner keynote speaker for Securing New Ground (SNG), the security industry’s executive conference, taking place Oct. 17-18 at the



Inter-Continental Times Square in New York City. “SIA is honored to welcome Stan McChrystal as our first-ever Securing



New Ground dinner keynote speaker – bringing his wealth of knowledge about the global threat environment and military and leadership expertise to an insightful presentation for our 2023 SNG attendees,” said SIA Board of Directors Chair James Rothstein. “This year’s conference will truly shape security and business trends and deliver unique opportunities to engage with the leaders who are driving the future of our industry. We look forward to offering this new dinner experience for the industry executives attending SNG.”

The **Security Industry Association’s (SIA)** July/August Security Market Index found that over 75% of respondents have a positive view of the industry’s current condition, indicating optimism has returned to the security industry entering the run-up for fall industry events. In the latest SMI report, more than three-quarters of respondents rated current business conditions for their companies as “excellent” or “good,” with one-fourth reporting the highest rating, and 18% saying they were “average.” The SMI measures security industry executives’ current

status and future expectations through a select survey of SIA members. The Index’s goal is to provide a macro-view of confidence levels in the security industry every two months while closely examining six specific business measures:

- Number of employees or hours worked
- Marketing spending
- Product production or service output
- Capital equipment spending
- R&D spending
- Product or service sales
- Special focuses of SIA’s July/August SMI include:
- Increased investments as companies’ confidence and product and service demand rise
- Perspectives on positive economic indicators and overall industry concerns regarding the economy
- Abating recession fears among industry professionals

The **Security Industry Alarm Coalition (SIAC)** and **The Monitoring Association (TMA)**, invite entries for the industry-sponsored “Sheriff/Private Security Partnership” award. “SIAC has a long history of successfully partnering with the National Sheriffs’ Association (NSA) as well as local sheriffs around the country,” said Stan Martin, SIAC executive director. “This award allows security industry representatives from around the country to recognize a local sheriff’s office for their partnership with our industry and our shared goals of serving and protecting the public. “Part of our mission is to bring security industry companies to the table so that mutually agreeable solutions for communities are achieved,” said Martin. “SIAC and TMA want to recognize companies and their local sheriffs for successful programs in their communities.” Qualifications include that the entrant must be a partnership between private security and the sheriff’s office. The nominee MUST be a member in good standing of the NSA. Nominations are now being accepted and must be postmarked to NSA by December 15, 2023. Download an award packet at the National Sheriff’s Association’s website www.sheriffs.org



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Dealer Perspective #40

HAVE YOU FORGOTTEN TO SAY THANK YOU?

The Security Alarm Industry has been very good to most of us. It has allowed us to build our businesses, feed and house our families, and educate our children. You have provided protective services to your friends and neighbors. Also importantly, you have helped to build an industry that has become very important to our country.

In my case, this will be my last article for The Mirror. After 43 years it is time to move on to some new venues, but I am not retiring and will continue to be an active part of this wonderful industry.

As I think back to my early years, I must say thank you to George Weinstock and Bob Jennison. George provided the leadership as we reconstructed the WBFSA into the California Alarm Association with 11 chapters. He clearly had a vision, and along with others made it happen. Bob Jennison was my partner; someone I had known since we were youngsters. He helped me to develop confidence and capability, while we and Fred Dunner built our company during the early 1980s. Further, I must thank Les Gold and Charles Schwager, who have provided professional leadership and expertise to all of us both individually and as part of the CAA. They are clearly "Best in Class".

Some of my fondest memories are being a CAA Board member as the Treasurer and eventually, President. During that early period, George Gunning and Frank Burke made sure that I learned the drill, or I heard about it. Others who influenced and schooled me on the Association were John Sargent, Patty Hartman, Rod Uffindell, Kirk MacDowell, David Morgan, and Matt Westphal.

While President of CAA, I was also on the Board of NBFSA (now ESA) where I developed a longer view of our industry with good friends and mentors like Mike Miller, Ralph Sevinor and many others.

A special thank you to Jerry Lenander, who produces this magazine, and has been the silent, yet steady hand behind many of us who were chosen to be President. After a 23-year term as Executive Director of CAA, he is leaving for a larger position with our industry. He will also be remembered for his strong role in the development of the WBFSA national technical training program, an industry first. It is thanks to his expertise and innovation skills that the CAA has now arguably become the most successful state alarm association.

DID YOU KNOW THAT THERE IS A NEW DEALER PROGRAM IN TOWN?

Yes, it is finally time. Small - Medium sized security companies have earned the right to another option besides selling 100% of their newly created monitoring contracts to those several large companies with big Private Equity investors.

A recent announcement, this month, from Security Funding Associates and two partners who have announced their new program for the residential and small commercial space. Unlike other Dealer Programs, they will share revenues equally from the three revenue sources available to each monitoring contract. The first is the installation fee; the second is the monthly monitoring fee; and the third is the equity in the sale of the contract sometime in the future.



By Tony Smith

Audrey Pierson, a leading industry educator for sales personnel, will be a principal in this venture. Aabo Home will also be a principal and the data/operations, and central station manager. We have contracted with several banks to provide various levels of consumer financing, which enables us to pay our dealers significantly more than competitive programs over the life of the monitoring contract. This program has been designed to provide a low attrition impact performance for the participating financial institutions.

SFA and the other two principals recognize that small—medium sized dealers have a difficult time creating the working capital they need to grow and accumulate equity. Too often they must resort to selling their accounts monthly to fund that growth, and then discover they have little, or no equity left.

Now they have a new option that allows them to fund that equity growth, have the customer pay back their consumer loan, minimize attrition and eventually retire with their future assured. This program has been tested over the last several years and is now ready to roll out nationally.

Tony Smith is a Past-President of the California Alarm Association, and former Board member of ESA. He is the Founder-President and CEO of Security Funding Associates a leading industry financial services firm. They are focused on financing for small-medium sized alarm companies. He may be reached at (626) 795-9199 or TSmith@securityfundingsolutions.com

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Outgoing Executive Director of the CAA Jerry Lenander (left), delivers an issue of THE MIRROR to John and Anne Campau from Comtronics of Jackson, MI





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Vice President - Lisa Beale, American Alarm Systems
Secretary/Treasurer - Tatiana Abramek, NMC

Visit www.OCAAonline.org for more information.

By Elizabeth Courtney, OCAA President

This year the Orange County Alarm Association is continuing to focus its' efforts on recognizing our law enforcement partnerships. We are endeavoring to build stronger, real-life relationships with our law enforcement partners. We have much to learn about law enforcement issues and we have much to teach in return.

We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

For more information about OCAA activities, contact the OCAA office at 800-437-7658 or email OCAAlarmAssoc@aol.com. Visit our new website at www.ocaaonline.org for meeting information and registration forms, training opportunities, members list and a whole lot more.

MID-CAL



MID CAL ALARM ASSOCIATION

www.mcaaonline.org
John Heath, President



GREATER VALLEY ALARM ASSOCIATION

www.gvaaonline.org
Joe Castro, President

MEETINGS

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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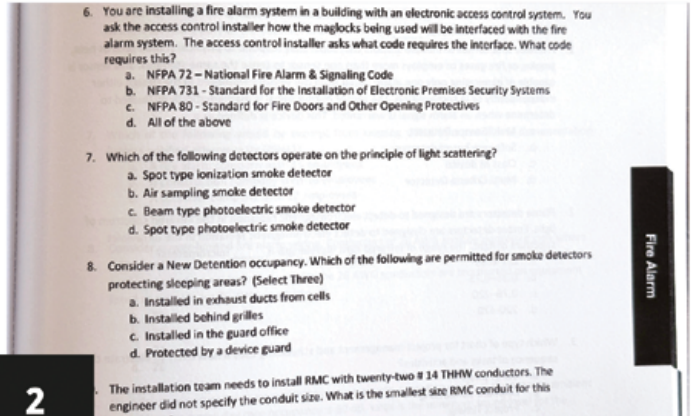
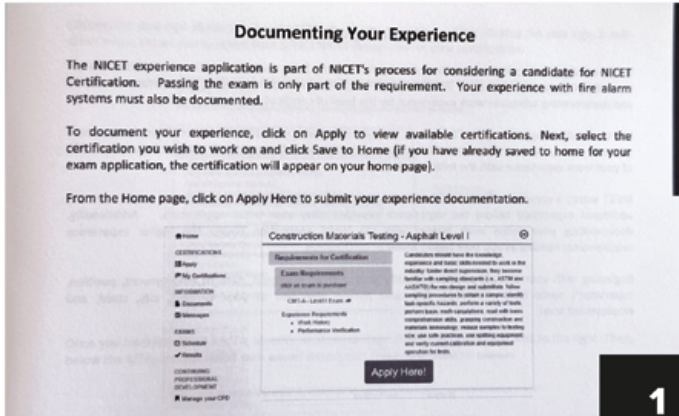
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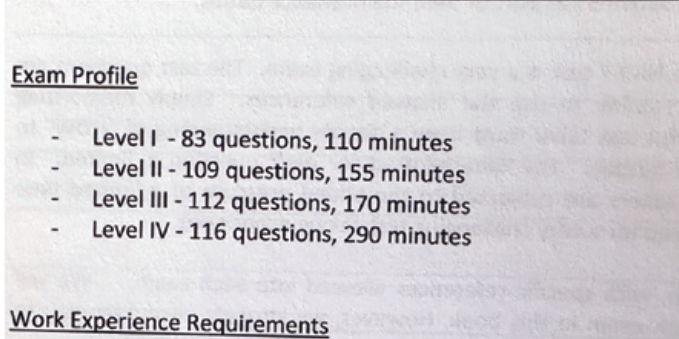
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1 The NTC Red Book covers the NICET Certification process

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

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

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

2 The NTC Red Book includes a LOT of sample questions

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

4 The NTC Red Book compliments NTC's Online Training

The NTC Red Book allows the student to study "offline." While waiting at a job site for the AHJ to show up and taking a break from screen time, the Red Book provides easy access to questions. And, just like the online training, the NTC instructor team is just an email away if you want to discuss a question or answer.

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Chuck Petrusha, President

Meeting Topic Considerations:
Building relationships with public safety
Legislation affecting the alarm industry
Local ordinances affecting the region
Latest technology and solutions

RAA MEETINGS

For questions about the association, please contact Chuck Petrusha at chuck@advancedsecurity.us or call 707-443-0366.

GLASAA

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www.glasaaonline.org
Dave Michel, President

GLASAA Meetings and Events

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**EAST BAY
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www.ebaaonline.org
Tim Westphal, EBAA President

As we continue to distance ourselves from the trials related to the COVID pandemic, we hope to re-engage all EBAA Members for future meetings or gatherings in 2023 and beyond. We have incredible resources within the Association as well as through our affiliate organizations, such as SIAC.



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GGAA MEETINGS

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Meeting Topic Considerations:
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Matt Kruger, President

Save the Date: Thursday December 14th 2023, The SDSA holiday party returns. This year's party will be at Karl Strauss Brewing Sorrento Mesa. More information about the party will be available soon.

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 hgongalezreed@pd.sandiego.gov. If you have any questions, please contact Hilda Gonzalez Reed at hgongalezreed@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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SACRAMENTO AREA ALARM ASSOCIATION

Please save the dates for all of our 2023 Events:

- 10/12/2023 SAAA Fire Forum
- 12/14/2023 SAAA Holiday Party

Rich Whitlock

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SAAA Officers

- Rich Whitlock, Wesco ~ President
- Sarah Wilson, Signal Service ~ Vice President
- Tauni Wallace, Notifier ~ Treasurer
- Raven Brockway, Eclipse Insurance and Marketing ~ Secretary
- Kent Brust, Pacific State Security and Fire ~ Sgt of Arms
- Dawn Smith, Total Monitoring Services ~ Officer at Large

Our next event is our Annual Fire Forum on October 12th. For the second year we will be holding it at the Sacramento Fire Museum located at 3650 Industrial Blvd West, Sacramento, CA 95691. If you have not been there, this is a great opportunity to check it out. Fire Engines, old Turn Out Gear, antique Memorabilia and even an original Fire Alarm with the ticker tape. More information on how to register can be found on the Events Directory page on the CAA website www.caaonline.org.



Annual Fire Forum

This year is at the
Sacramento Regional Fire Museum
Thursday, October 12, 2023
10:00am to 1:00pm




The Sacramento Regional Fire Museum is dedicated to the preservation, exhibition, and education of firefighting history. We at the SAAA thought it would make a great venue for this year's meeting.

Please save the date:

When: Thursday October 12th, 2023 @ 10:00am to 1:00pm

Where: Sacramento Fire Museum @ 3650 Industrial Blvd West Sacramento, CA. 95691

Cost: \$10.00 for SAAA Members
\$15.00 for Non-Members
No charge for AHJ's who attend

The **Fire Forum** on October 12th will allow a special opportunity for questions and answers from our areas Fire Marshals, Inspectors, Alarm Company Owners, Installers and Vendors. Representatives covering the entire North State have already committed to attending.




Guest Speakers on the following Topics:



TO BE DETERMINED

Seating is limited, so Please R.S.V.P. (either way, coming or not) to the S.A.A.A. Secretary Raven Brockway, by e-mail at rbrockway@eclipseinsurance.com.









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www.ieaaonline.org

Richard Jimenez, President

IEAA is a professional association of alarm companies and leading industry specialists, focusing on bringing together the best resources

possible for the mutual benefit of all members and associates. It is our goal to bring knowledgeable people together as a resource to better protect your business and your customers' safety. Please make time to come out and be a part of what I believe is the future of the alarm industry in California. Professional, Beneficial, Informational.

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.



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Please bring your new unwrapped gifts suitable for teens (gift cards suggested) to our next meeting Thursday, November 2, 2023 as we present them to the Riverside Police Department and students of JW North High School at the meeting

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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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The Utah Alarm Association invites all concerned professionals and other parties (Police, Fire, government, etc.) to join us for our monthly false alarm meeting, now in its 34th year.

We meet the third Tuesday of each month at Jim's Family Restaurant, 1728 Park Ave, Riverton, Utah 84065 at 8:30AM. We encourage all to come out for free breakfast and discuss false alarm reduction, industry standards, best practices, etc.

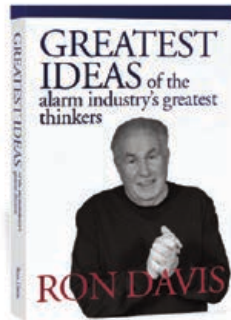
The Association is proud of our 2021 false alarm dispatch numbers. Our false alarm rate for residential dispatches is .08, that is one dispatch per system every 12.5 years. Our commercial false dispatch rate is .33, that is one dispatch every 3 years. Combined is .14 or one false dispatch every 7 years.

We look forward to your help as we work towards reducing our false alarm rate.

If you would like to sponsor one of these meeting or have questions about the association, please feel free to contact a member of the board.

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

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OCTOBER 2023

5..... CBFAA Industry Get Together/fundraiser TopGolf, Centennial, CO

12..... SAAA Fire Forum

DECEMBER 2023

14..... SAAA Holiday Party

6-9..... Winter Convention Fairmont San Francisco

2024

May

15-18..... Palm Springs Convention Hilton Palm Springs

INDUSTRY EVENTS

SIA Securing New Ground

October 17-18, New York City, NY

ISC East

November 15-16, 2023, New York, NY

TMA

OPSTech, October 9-12, Lafayette, LA
Annual Meeting, November 4-8, 2023,
Kapalua, Maui, Hawaii

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ATTENTION - ALARM COMPANY QUALIFIED MANAGERS



The State of California Bureau of Security & Investigative Services is recruiting Alarm Company Operator (ACO) Qualified

Managers (QMs) to participate as Subject Matter Experts (SMEs) in Exam Development Workshops for the purposes of writing, reviewing and revising items for a new version of the Alarm Company Qualified Manager Exam. Workshops are two days long and may be held remotely or in-person, and SMEs will receive \$200 per day for their participation. For in-person workshops, the Bureau will book lodging as well as airfare to and from the workshops. Meals and mileage will be reimbursed in accordance with State travel guidelines. ACO QMs who are interested must enter into a three-year contract with the State of California and must be holders of an ACO QM Certificate in current and clear status and be active in a current ACO licensee's business. If you are interested in participating, fill out the Qualified Manager Subject Matter Expert Registration Form found here: <https://www.bsis.ca.gov/webapps/workshops.php>. Thank you for your interest!

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About Emergency24

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