

# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE  
VOLUME XXXI, NUMBER 9 — SEPTEMBER 2022

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## Sheriff/Private Security Partnership Award

SIAC, along with The Monitoring Association (TMA), is sponsoring the National Sheriff's Association (NSA) "Sheriff/Private Security Partnership Award." The partnership between security companies and the sheriff's offices nationwide is one that SIAC has highly encouraged over the years.

### CALL TO ACTION

If you are partnering with a Sheriff's Agency in any way that supports them or the community, we request you to seize this opportunity to nominate the agency for this award by submitting the application and providing a brief explanation of the collaborative effort. If selected, your Sheriff AND your company will receive recognition by NSA and press releases that accompany this award. Given the importance of adopting standards that make sense and are enforceable when it comes to managing alarm systems locally, we strongly encourage security companies to consider applying for this award. The award recognizes the partnership between a private security company and a sheriff's office. Nominations are now being accepted, and must be postmarked to NSA by December 16, 2022. Award Packets may be downloaded at NSA's website <https://sheriffs.org/about-nsa/awards>



## West Hollywood Ordinance Expands Guaranteed Leave

By Gary McLaughlin, Mitchell, Silberberg & Knupp, LLP

As of July 1, 2022, West Hollywood employers are subject to a new ordinance that establishes significant changes to citywide guaranteed leave provisions. The new ordinance provides West Hollywood employees with up to 96 hours of compensated time off (CTO) per year (for vacation, sick leave, or "personnel necessity" time), and also up to 80 hours of uncompensated time off per year for sick leave.

A "West Hollywood employee" is defined as any person who performs at least two hours of work per week within the city of West Hollywood. Employers have the flexibility to decide whether the CTO is front-loaded or whether the hours are accrued each pay period. If the employer elects to provide the CTO on an accrual basis, a full-time employee (defined as someone who works at least forty hours a week, or in accordance with the employer's policies), must accrue at least 96 hours of compensated time off in each calendar year in which they are employed by the West Hollywood employer, in weekly increments. A part-time employee (defined as someone who works less than forty hours a week, or in accordance with the employer's policies) accrues compensated time off in increments proportional to that accrued by someone who works forty hours a week. The ordinance outlines general rules related to the compensated time off.

Employees are eligible to use their accrued CTO after six months of employment, or consistent with the company policy, whichever is sooner; a request to use accrued CTO may not be unreasonably denied by an employer; and an employer can choose to cap unused accrued CTO at 192 hours. West Hollywood employers must also allow full-time employees to take at least 80 additional hours of uncompensated time off per year sick leave for the employee or to care for an immediate family member, where the employee has exhausted his or her compensated time off for that year. The uncompensated time off also accrues in weekly increments, and the same general rules as above regarding use of leave apply. Employers may cap unused accrued time at 80 years per year. Employers who demonstrate that compliance with the leave provisions of the ordinance would cause hardship may apply for a one-year one-time waiver. A summary of the ordinance, including an FAQ section and waiver application, can be found on the City of West Hollywood's website.



Chuck Petrusa,  
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**Editorial:** Copy is due the 10th of the month preceding publication. **Advertising:** Space reservations due the 10th and copy due the 15th of the month preceding publication.

For Editorial and Advertising information, contact:  
Jerry Lenander

California Alarm Association

333 Washington Blvd. Ste. 433

Marina del Rey, CA 90292

TEL 800/437-7658 FAX 800/490-9682

Web Site: [www.CAAonline.org](http://www.CAAonline.org)

[info@caaonline.org](mailto:info@caaonline.org)

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# CAA PRESIDENT'S MESSAGE

Here we are in September heading quickly to the start of Q4. Schools are back in session with in-person classes, most businesses are working steadfastly to get back on their feet, and traffic is near pre-pandemic levels. We have all been changed by this virus and I hope all of you are focusing on a brighter future.

## WINTER CONVENTION:

Speaking of a brighter future, CAA office is preparing for an awesome Winter Convention (Nov. 30th – Dec. 3rd) at the Fairmont Hotel in San Francisco! We will be honoring CHUCK PETRUSHIA with the 2022 George Weinstock Lifetime Achievement Award!

Check out the EVENT PAGE [www.caaonline.org/winter-convention](http://www.caaonline.org/winter-convention) on the CAA Website for registration and booking hotel rooms at a great rate. The current schedule is also listed. If you are interested in hosting a Workshop, you may also view full info at the Event Page or contact the CAA Office 800-437-7658.

If your organization will be represented in San Francisco, your potential sponsorship is critical to underwriting the costs that are associated with holding an event over four days at a premier venue. Please help us make it another great event.

## ELECTION OF OFFICERS - See page 8 for Nominations form

Election of officers will also take place on Friday, December 2. The call for elections are presented in this issue and now available for download at [www.caaonline.org](http://www.caaonline.org). You can also contact the Nominations Committee (Tim Westphal, Chuck Petrusa, and Matt Kruger) to let them know that you (or someone you know) are interested in developing the future of the CAA.

## WHERE DO YOU GET YOUR NEWS?

Our CAA Website is a great place to get your CAA NEWS – it has a newsfeed under the NEWS tab which offers quick reads on news focused on the CA market, Associate Member News, and CAA Member News. You can also view a video hosted by David Morgan, CAA Communications Chair, recapping last month's news and events of interest to CAA Members and those doing business in California.

## TRAINING - See page 14

Don't forget to train your technicians! Web-based training through CAA National Training Program offers discounts to member companies and employees. Get more info by clicking the Training tab at [CAAONLINE.ORG](http://CAAONLINE.ORG). - See also page 20 for details.

Stay healthy and happy as we roll into the last quarter of 2022!!

Michael Salk  
President



By Michael Salk

## CAA LEGISLATIVE WATCH

### 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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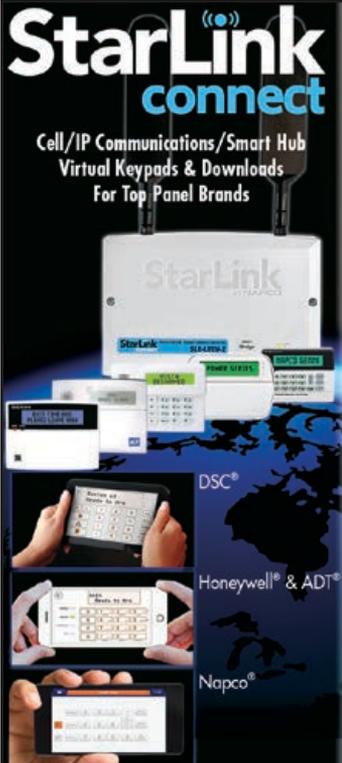
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# CALL FOR CAA OFFICER NOMINATIONS

The California Alarm Association Nominating Committee is seeking nominations for the following officers for the term 2023-2024, to be elected at the CAA Winter Convention in San Francisco on December 2, 2022:

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



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

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DESIGNATE: President, Vice President - Northern California, Vice President - Southern California, Secretary, Treasurer, Sergeant at Arms

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NOMINATION COMMITTEE: Tim Westphal (Chair / Past President), Chuck Petruska (North), Matt Kruger (South).

# INDUSTRY NEWS

**THE MONITORING ASSOCIATION (TMA)** welcomed its 111th ECC in the United States on Monday, July 25, 2022. The New Hanover County ECC in North Carolina became the 12th ECC in the state of North Carolina to implement the Automated Secure Alarm Protocol (ASAP). The New Hanover County ECC went live with Rapid Response Monitoring, Vector Security, Tyco (Johnson Controls), Stanley Security, Guardian Protection, Securitas, ADS, United Central Control, Brinks Home Security, Affiliated Monitoring, Vivint, National Monitoring Center, Holmes Security, Protection One and CPI Security. ADT and Security Central will be on boarded in the near future. Launched in 2011 as a public-private partnership, TMA's ASAP service is designed to increase the accuracy and efficiency of calls for service from alarm companies to Emergency Communication Centers (ECCs). Learn more about TMA's ASAP service online at [www.tma.us/asap/](http://www.tma.us/asap/).

More from TMA- The Monitoring Association (TMA) announced acclaimed global futurist, speaker, and best-selling author Jack Uldrich will deliver the keynote address at its **2022 Annual Meeting** on Monday, October 31, 2022 at 11 a.m. ET. The meeting will take place in-person at the JW Marriott Marco Island Beach Resort, October 29-November 2, 2022. "As business leaders, what could be more valuable than to have access to the insights of someone who can see into the future? How much more effective and productive could our organizations be? What could we achieve?" asked TMA President Morgan Hertel. "While Jack will share with his insights on leading innovation trends, he will more importantly convey the significant role that both our mind and our heart play in transforming our businesses in preparation for greater success. I am confident that Jack will inspire, energize, and enlighten our meeting attendees like no other. Go to <https://tma.us/events/2022-annual-meeting/> for detailed meeting information, including program agenda, hotel accommodations, and registration.

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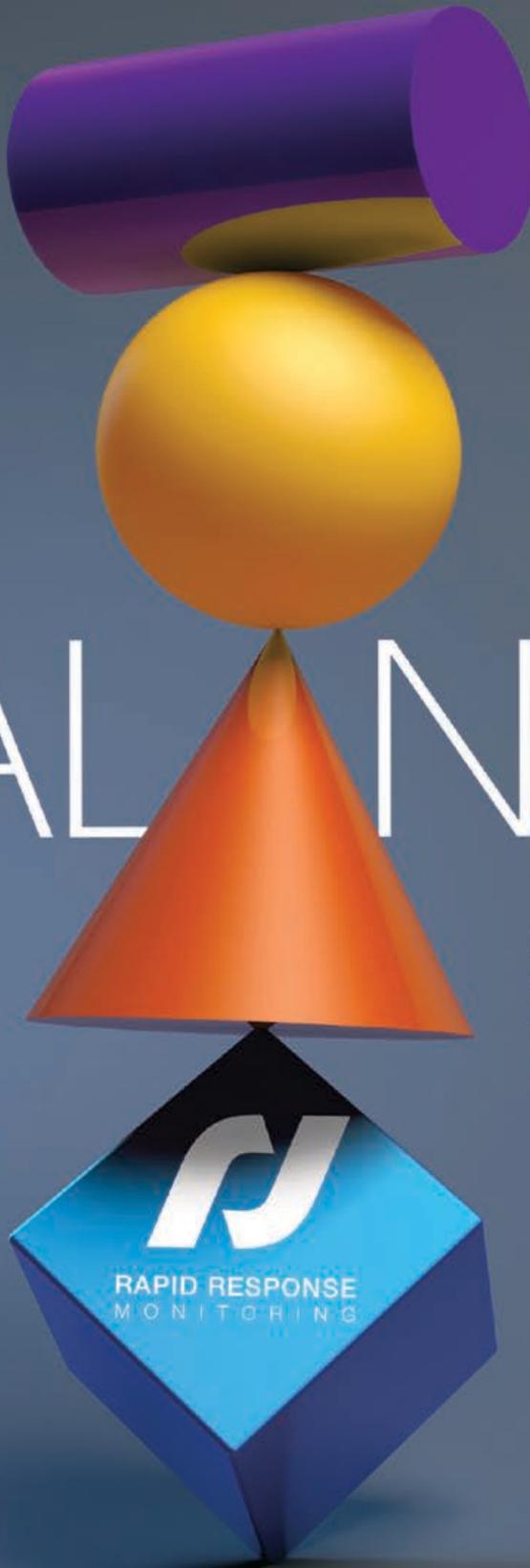
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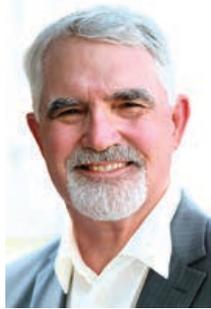


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**NAPCO SECURITY TECHNOLOGIES** announced that long-time employee, Duane Warehime has been promoted to VP, National Accounts.



In his new role, he will be responsible for the development, management, service and support of new and existing national accounts, reporting to the Senior Vice President of Sales, Stephen Spinelli. Stephen Spinelli, SVP of Sales for all divisions of Napco Security Technologies said, "We look forward to growing this segment of our business, as the natural next-step in the Company's successful expansion; and Duane has proven the ideal choice for this new role, working to attain key goals, metrics and strategic partnerships established together with senior leadership."

Additionally, following this move, Napco Regional Sales Managers, for all security territories in North America, will now be led by Dave Sheffey, SVP, Napco Sales, an equally accomplished manager, industry icon and driver of Napco security sales and distribution channels.

**ALTRONIX** has expanded its popular line of Trove™ Access and Power Integration Solutions to support more brands of access control including Inner Range, Kisi, and Suprema – as well as DIN rail mount solutions ICT and TDSi. "Our collaboration with today's top access control suppliers provides users with more flexibility when designing and installing access control systems," said Ronnie Pennington, Director of Sales for the Americas, Altronix. "For added convenience, our free Trove System Design Tool further simplifies the design process, to configure the specific access and power solution they need." Altronix Trove Access and Power and Integration series easily combines Altronix power and accessories with access controllers available from the industry's leading manufacturers. Altronix products are NDAA and TAA compliant and backed by a lifetime warranty. For more information on Altronix Trove series visit [www.altronix.com](http://www.altronix.com).

**SNAPONE** announced the acquisition of **CLARE CONTROLS**, maker of the ClareOne smart home and security system, as part of its ongoing mission to provide Partners with value-added solutions for every need and budget. "ClareOne has become a favorite among our Partners because it provides professionally monitored security alongside easy-

to-implement smart home integrations," stated Mike Jordan, SnapOne SVP of Control and Entertainment. "The combined capabilities allow safety-focused homeowners to dip their toes into smart living solutions and provide a clear upgrade pathway to build out a fully connected home through seamless integration with hundreds of devices, including the powerful Control4 system." Clare Controls CEO and Founder Brett Price noted that the acquisition by Snap One cements ClareOne as a vital part of an integrator's toolkit and reaffirms the value and power

the solution provides for users.

"Clare Controls built ClareOne to bridge the gap between security and smart living, providing users and integrators with an adaptable, integrated solution, and we are thrilled to join the Snap One family

of leading smart living and security solutions," Price said. "Whether a job calls for an affordable security and smart home solution, an upgradable system that can be added to later with Control4, or if there is an existing integrated home that needs enhanced security, ClareOne gives Snap One Partners the power and capabilities they need." Snap One Partners enjoy convenient access to Clare Controls products, which are available through Snap One's e-commerce portal and 30+ local branches.

**DMP** extended a warm welcome to Pheng Vang as he joins the West Sales team as Dealer Development Manager for Northern California.



Dealers across this region can look to Pheng for continued service and support. "We believe Pheng will be a great representative of DMP," said Jeff Spatz, Director of Sales, West. "His background experience gives him a unique perspective both our dealers and sales team will appreciate. In the short time in his new position, Pheng is already fitting in well with the company." Pheng brings more than a decade of consulting experience to his new position as a Dealer Development Manager. "What first drew me into DMP was the overall company culture and level of support they offered their dealers," said Pheng. "I'm personally looking forward to develop a relationship with our dealers and for the opportunity to help their businesses thrive."

**AVANTGUARD** released a new version of the AG Mobile Technicians App on the Google Play Store. The new release includes valuable upgrades such as the ability to modify account information (addresses, time zone, code words, duress codes, contacts, phone information) along with being able to add contacts and change the order of contacts. We have also made it easier to get to a contact's phone number without having to drill down multiple levels in the app - it's now on the contacts screen with easy click access to call functionality.



**HAKIMO** announced that Punta Gorda Airport (PGD) has deployed the Hakimo solution to enhance security and support Transportation Security Administration (TSA) compliance efforts. U.S. airports are required to implement access control measures to prevent unauthorized access as part of their airport security program which is approved and checked by the TSA. The Hakimo software helps address these requirements by applying artificial intelligence to the airport's existing access control and video surveillance systems. "You can have countless policies and procedures in place, but you don't really know what's happening unless you have a guard at every access point," said Raymond Laroche, Director of Operations and Maintenance, PGD. "The Hakimo AI software is that guard."

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## DEALER PERSPECTIVE

By Tony Smith



Two sources have confirmed that one of our major industry alarm companies is in final negotiations with one of the largest consumer finance companies that serves security alarm dealers (and other verticals) around the country. The price tag for this transaction will purportedly be in the \$1 billion range. Should we be surprised? I do not think so.

The Buyer, in this case, has an account purchase program from contracted alarm dealers where the Buyer purchases accounts for 30x to 40x RMR, depending on various criteria. The Seller is a multifaceted consumer finance company that has a strong financing platform although a checkered history of losses in our industry. The Seller and the several other financial services companies, such as Synchrony, which service our industry have been doing some significant business, but they treat alarms just like any other vertical. If the Buyer in this reported transaction allows the dealer's financing of the customer installation to provide a more profitable payment to the dealer, then the Buyer will likely pay a lesser amount than they are paying now to acquire the monitoring contract from the dealer. That's a good deal for the dealer, especially if the Buyer removes the holdback clause. Its a good deal for the Buyer because they have reduced their acquisition cost. The Buyer now has a projected 15 yr. life (per their financial reports) for the monitoring contract less any portion paid to the dealer.

Let us look a little deeper at the elements that can make Consumer Finance good for all parties.

History has already taught us (2006-2008 recession) that consumer finance in our industry will likely implode if there is not some involvement by alarm dealers in the long-term success of their designated consumer finance company. Consumer Finance companies do not, as a rule, allow the

dealer to combine the monthly monitoring fees with the installation charges because they do not finance service contracts. Security Funding Assoc.(SFA) has thrown both rules out the window.

SFA works with its dealers to be sure that there are signals at the central station to confirm the installation. They ask their dealers to identify any customer issues that may cause a customer to be late with their payments. ACH and 680+ credit are required for funding. SFA will periodically check customer activity. Finally, by combining the monitoring and installation, the customer only has one check to write each month. Split billing was a major cause of attrition in 2008 because dealers did not understand that once the customer drops monitoring, their equipment is perceived as almost worthless. Also, because of their limited terms, SFA does not generally work with consumer finance companies. Its primary relationship is with a bank that has a strong Platform and a Federal Charter. The bank is encouraged with its proactive work on their behalf to reduce attrition. All of the above is why there has been minimal attrition for the bank and there is no need for dealer chargebacks or holdbacks after the deal is funded.

Finance companies are now allowing their security customers to go beyond 5 years to 10 or 12 years, although the monitoring contract is normally 5 years or less. SFA decided early on that there would only be a 36 month and a 60 month program to avoid confusing the customer and creating a loan term that might exceed the useful life of the installation. Many states want alarm companies to renew monitoring on a monthly basis, so anything beyond 5 years becomes problematic. Again, remember that in 2006-08, split billing caused a severe attrition problem.

As a final thought we do not know if the above referenced transaction will actually close, but it is clear that there is a strong rationale and demand for responsible consumer finance to help replace the void caused by the withdrawal of traditional banking from our industry over the last few years.

*Tony Smith is a licensed CA alarm dealer, Past President of the CAA and Co-Founder, Co-Managing Director of SFA. He has been actively involved in funding for alarm dealers and mergers and acquisitions for over 30 years. He may be reached at (626) 795-9199 or TSmith@SecurityFundingSolutions.com*

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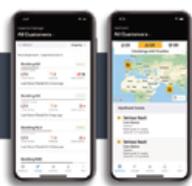


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- Alarm company operator
- Collateral recovery
- Private investigator
- Private security services—training instructor (Northern Region)

## PUBLIC VACANCIES:

- Alarm company operator
- Private security services (Northern Region)
- Private security services (Southern Region)

## WHAT'S A DRC?

Disciplinary Review Committees (DRCs) are comprised of five members, appointed by the governor, with three members actively engaged in business as licensees and two members from the general public who are interested in public safety. DRCs are established to consider appeals regarding the Bureau's denials, suspensions, and revocations of licenses under its purview, as well as the assessment of administrative fines.

## WHO CAN APPLY?

Applicants must be interested in public safety, be able to utilize objective critical thinking skills, and attend meetings consistently and punctually. Californians from all backgrounds are encouraged to apply!

## WHY SHOULD I SERVE?

Serving in a DRC gives licensees a chance to lead, influence, and enforce their industry standards. For members of the public, getting involved in a DRC is a great way to learn more about consumer protections, serve your community and your state, and build your resume!

## WHAT'S THE COMMITMENT?

Members serve a two-year term at the pleasure of the governor. Depending on the needs of the specific committee, meetings are held 2–12 times per year. Pursuant to Business and Professions Code Section 103, appointed members shall be paid a per diem of \$100 and shall be reimbursed for travel expenses.



## READY TO LEARN MORE?

For further info about the Bureau's Disciplinary Review Committees, to sit in on a public hearing, or to learn how to apply, visit [https://bsis.ca.gov/about\\_us/disciplinary\\_review\\_committees.shtml](https://bsis.ca.gov/about_us/disciplinary_review_committees.shtml) or email Alyse Hutchinson at [Alyse.Hutchison@dca.ca.gov](mailto:Alyse.Hutchison@dca.ca.gov).



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## ORANGE COUNTY ALARM ASSOCIATION

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### OCAA Officers

**President - Elizabeth Courtney, Beacon Security**  
**Vice President - Lisa Beale, American Alarm Systems**  
**Secretary/Treasurer - Tatiana Abramek, NMC**

Visit [www.OCAAonline.org](http://www.OCAAonline.org) for more information.

### Meeting Dates 2022:

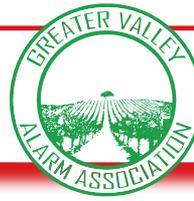
November 9 – Police Department Appreciation Lunch

By Elizabeth Courtney, OCAA President

This year the Orange County Alarm Association is focusing 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](mailto:OCAAlarmAssoc@aol.com). Visit our new website for meeting information and registration forms, training opportunities, members list and a whole lot more.



## GREATER VALLEY ALARM ASSOCIATION

[www.gvaaonline.org](http://www.gvaaonline.org)

**Joe Castro, President**

### GVAA 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](mailto:josephc@alarmwatch.com) for more information.



## EAST BAY ALARM ASSOCIATION

[www.ebaaonline.org](http://www.ebaaonline.org)

**Tim Westphal, EBAA President**

### EBAA Meetings

For questions, please reach out to Treasurer Deric Morrow 510-432-8130 [deric.morrow@amag.com](mailto:deric.morrow@amag.com).

RSVP to 800-437-7658 or [info@caaonline.org](mailto:info@caaonline.org).

**- November 30: In-Person Meeting @ CAA Winter Convention**

### Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

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**Deric Morrow, President**

AMAG, Ph. 415-602-7173, E-Mail: [deric.morrow@amag.com](mailto:deric.morrow@amag.com)

### SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510- 921-3987 or [deric.morrow@jci.com](mailto: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.

### MEETINGS

- November 30: In-Person Meeting @ CAA Winter Convention

### Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
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**The SAAA has put together an interim slate of officers that includes:**

- Rich Whitlock, Wesco - President
- Open - Vice President
- Tauni Wallace, Notifier - Treasurer
- Raven Brockway, Eclipse Insurance - Secretary
- Ken Brust, Resideo - Sgt of Arms
- Dawn Smith, TMS - Officer at Large
- Leanne Boger, Integrated Fire Systems - Officer at Large

With over 100 people in attendance, through the help of 27 very generous sponsors, the SAAA was able to host a Dealer Appreciation Event at Top Golf. We had attendees come in from Washington, Oregon, Idaho, Arizona, Utah and covering California from Redding to San Diego! By all reports, everyone really enjoyed getting together with our peers and friends. Thank you to all who attended and thank you again to our sponsors who helped make this happen. To view photos of our Top Golf event and to register for the SAAA Fire Forum, please visit the SAAA's page located at the California Alarm Association's website <https://www.saaa-online.org/>

**We have set dates for upcoming SAAA events:**

- October 13, 2022 - SAAA Fire Forum at the Sacramento Regional Fire Museum
- December 8, 2022 - Holiday Party, Awards and Elections at the Holiday Inn

More details to follow as we get closer to the dates. Please let us know if you are interested in serving on the Board.



*Kelcie Murayama of PSR and a group of happy participants enjoy the SAAA Top Golf Event in Roseville.*

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# SAAA Annual Fire Forum

Sacramento Regional Fire Museum

Thursday, October 13, 2022

10:00am to 1:00pm

Cost: \$10.00 for SAAA Members

\$15.00 for Non-Members

No charge for AHJ's who attend



The Fire Forum on October 13th will allow a special opportunity for questions and answers from our area Fire Marshals, Inspectors, Alarm Company Owners, Installers and Vendors. Representatives covering the entire North State have already committed to attending.

## Guest Speakers Topics Include:

- ERCES / BDA
- CLSS
- ELEVATOR MONITORING

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](mailto:rbrockway@eclipseinsurance.com).

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

Sacramento Fire Museum is located at 3650 Industrial Blvd. West,  
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*Thank you in advance! We look forward to seeing you there.*

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Kelcie Murayama of PSR and more happy participants enjoy the SAAA Top Golf Event in Roseville.



Rebecca Stengel of CMS and another group of pleased golfers enjoy the SAAA Top Golf Event in Roseville.

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## GOLDEN GATE ALARM ASSOCIATION

**Paul Wasseem**

*OpenEye, Business Development Manager, 408-307-7725*

**GGAA MEETINGS:** [www.ggaonline.org](http://www.ggaonline.org)

**Meeting Calendar for 2022:**

- November 30: In-Person Meeting @ CAA Winter Convention

**Meeting Topic Considerations:**

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

For further information, contact the CAA at [info@caaonline.org](mailto:info@caaonline.org) or call 800-437-7658.

**SAN DIEGO  
SECURITY ASSOCIATION**

## SAN DIEGO SECURITY ASSOCIATION

[www.sdsaonline.org](http://www.sdsaonline.org)

**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](mailto:hgonzalezreed@pd.sandiego.gov). If you have any questions, please contact Hilda Gonzalez Reed at [hgonzalezreed@pd.sandiego.gov](mailto:hgonzalezreed@pd.sandiego.gov) or 619-531-2247. Visit our website [www.sandiegosecurityassociation.org](http://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](mailto:Fdragula@pd.sandiego.gov)

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# GLASAA

Greater Los Angeles Security Alarm Association

[www.glasaaonline.org](http://www.glasaaonline.org)

**Dave Michel, President**

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 is going on in the business.

Please feel free to email me at [dmichel@valleyalarm.com](mailto:dmichel@valleyalarm.com).

**GLASAA Meetings and Events**

Please visit our website at [www.glasaaonline.org](http://www.glasaaonline.org).



## REDWOOD ALARM ASSOCIATION

[www.raaonline.org](http://www.raaonline.org)

**Sean Cooke, President**

**MEETINGS**

**November 30: In-Person Meeting @ CAA Winter Convention**

**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 Sean Cooke at [scooke@allguard-systems.com](mailto:scooke@allguard-systems.com) or 800-255-4273.



## INLAND EMPIRE ALARM ASSOCIATION

[www.ieaaonline.org](http://www.ieaaonline.org)

**Richard Jimenez, Vice 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.

## MID-CAL



## MID CAL ALARM ASSOCIATION

[www.mcaonline.org](http://www.mcaonline.org)

**Mike Tarin, President**

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Contact: SILSANW1@outlook.com for more information on events and membership.

## COLORADO BURGLAR & FIRE ALARM ASSOCIATION, INC.



### Colorado Burglar & Fire Alarm Association

421 S. Pierce Ave.  
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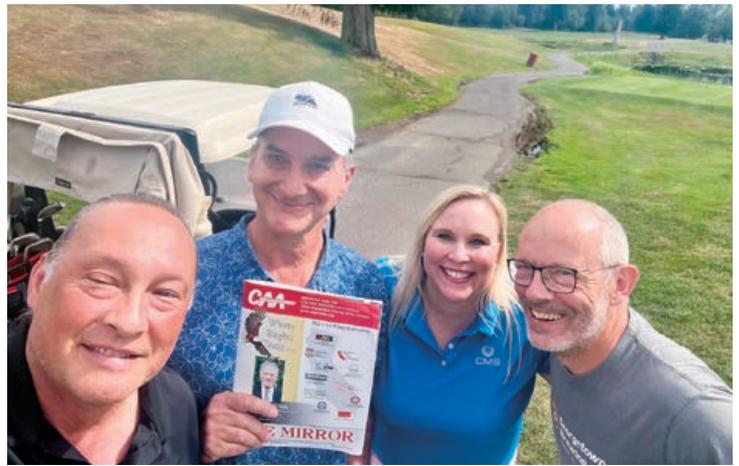
### Dealers and Vendors: Mark Your calendars for CBFAA's upcoming events!

- CBFAA General Meeting and Board of Director elections- September 14<sup>th</sup>
- CBFAA Industry Get Together & Fundraiser - TopGolf, Centennial, CO - October 6<sup>th</sup>

**CBFAA is once again holding its annual TopGolf Industry Get Together!** Join us for a fun afternoon of networking, golf, food and drinks, and raffles at TopGolf in Centennial, CO. Reach out to CBFAA for sponsorship opportunities.

CBFAA Members: Do you want to help shape the direction of your industry and CBFAA? Considering joining the CBFAA Board of Directors. Contact us for more information. Officer Elections are planned for our September 14, 2022 Annual Meeting.

Join your industry colleagues and become a member of CBFAA. Membership applications are online at [www.cbfaa.org](http://www.cbfaa.org) or contact us at [cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org).



Rebecca Stengel from CMS and AJ Gomez from Global Security take time to share news from THE MIRROR at the recent SISLA NW Golf Tournament.

## TEXAS BURGLAR & FIRE ALARM ASSOCIATION



P.O. Box 59982 Dallas, TX 75229-1982

TEL 877-908-2322

ExecutiveDirector@tbfaa.org

[www.tbfaa.org](http://www.tbfaa.org)

Brad Shipp, Executive Director

385-229-2120

## UTAH ALARM ASSOCIATION



**UTAH ALARM ASSOCIATION**

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385-229-2120

FAX 801-282-9507

[www.utahalarmassociation.com](http://www.utahalarmassociation.com)

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#### EXECUTIVE DIRECTOR

Michelle Best  
385-229-2120  
[utahesa@gmail.com](mailto:utahesa@gmail.com)

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 34<sup>th</sup> 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.

## NSA NEVADA SECURITY ASSOCIATION



1000 N. Green Valley Parkway  
#440-634  
Henderson, NV 89074  
702-551-4672  
www.nevadasecurityassociation.org  
admin@nevadasecurityassociation.org

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## Annual Meeting and Elections September 21

Join NSA for its Annual Meeting on September 21<sup>st</sup> at 5:00pm at PKWY Tavern, 455 Marks St, Henderson, NV. NSA Board of Directors elections will be held at this meeting along with speakers providing some great information. Guest Speaker: Las Vegas Metropolitan Police Sheriff-elect Kevin McMahill. Vendor Spotlight: AvantGuard Monitoring. Dinner will be provided. Call to pay ahead or pay at door. Seating is limited. RSVP TODAY!

If you are interested in taking on a leadership role with NSA's Board of Directors for the 2023-2024 term, please contact us ASAP. Help shape the direction of the association and the industry in Nevada.

Interested in joining NSA? Download a Membership application on our website [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org) or contact us today [admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org)

## OREGON BURGLAR & FIRE ALARM ASSOCIATION



PO Box 19688, Portland, OR 97280  
Phone: 503.624.6487  
Email: [officeobfaa@gmail.com](mailto:officeobfaa@gmail.com)  
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#### COORDINATOR:

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Oregon City Police

Portland Police Alarms Administration

Tigard Police Dept. Alarm Unit

Washington County Sheriff's Office

Clackamas County Sheriff's Office

## 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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## ARIZONA ALARM ASSOCIATION



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Ph: 480-831-1318  
www.azalarmassociation.org

### AAA BOARD OF DIRECTORS

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-Erik Evans, Vice President  
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erik.evans@cox.com  
-Brianna McNeely, Treasurer  
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-Maria Malice, Past President  
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-Becky Buckhannon, Public Safety Director  
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-Rebecca.buckhannon@tempe.gov  
-Susan Brenton, Executive Director  
Arizona Alarm Association  
susan@azalarms.org

Please contact [susan@azalarms.org](mailto:susan@azalarms.org) if you would like to become involved. For more info, go to [www.azalarmassociation.org](http://www.azalarmassociation.org) or e-mail [info@azalarms.org](mailto:info@azalarms.org) or call 480-831-1318.

## AzAA 2022 Convention

October 19-20, 2022

### It's that time again!

The Arizona Alarm Association will be holding its 2022 Annual Convention on October 19-20, 2022 at the DoubleTree by Hilton in Mesa, Arizona.

For more information go here: <https://www.azalarmassociation.org/events/arizona-alarm-association-2022-annual-convention/> Remember, as a Sponsor, you are allowed a specific number of attendees. Those attendees can be employees of your company or you can invite some of your customers as a special gift!

If you have any questions, please feel free to contact us at [info@azalarms.org](mailto:info@azalarms.org) or call 480-831-1318.

I hope to see you in October!

## NEW MEXICO

### SECURITY & LIFE SAFETY ASSOCIATION

P.O. Box 35286  
Albuquerque, NM 87176  
505-453-4044  
www.nmsalsa.org

Gary Scheffler – Executive Director  
NMSALSA  
P O Box 45266  
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## WBFAA UATC APPRENTICE TRAINING PROGRAM



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**WBFAA APPRENTICESHIP PROGRAM**

### WBFAA BOARD OF DIRECTORS

The officers and board of the WBFAA are made up of the following industry people:

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**SECRETARY/TREASURER**  
Shane Clary, Bay Alarm Company

**IMMEDIATE PAST PRESIDENT**  
George Gunning, USA Alarm Systems

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Richard Jimenez, IE Alarms

**DIRECTOR**  
Mathew Westphal, Bay Alarm Company

**DIRECTOR**  
Beverly Cramer, Instructor of Record

**DIRECTOR**  
Curtis Streeter, Deep Blue Integration

**DIRECTOR**  
Morgan Hertel, Rapid Response

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](mailto: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](http://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](http://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](mailto: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](http://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](http://www.wbfaa.net) or [www.wbfaatraining.net](http://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](http://www.wbfaa.net) or call the WBFAA UATC at 800-809-0280.

WESTERN STATES SECURITY ALLIANCE  
**CALENDARS 2022 - 2026**

Send your events to *THE MIRROR*: [info@caaonline.org](mailto:info@caaonline.org)

**September**

- 14.....CBFAA General Meeting
- 21.....NSA Annual Meeting ..... Henderson, NV

**October**

- 6.....CBFAA Get Together & Fundraiser ..... Centennial, CO
- 13.....SAAA Fire Forum /Sacramento Fire Museum..... Roseville, CA
- 19-20 .....AzAA 2022 Convention ..... Mesa, AZ

**November/December**

- Nov. 30-Dec. 3.....CAA Winter Convention /Fairmont..... San Francisco, CA

**CAA CONVENTIONS - 2022 - 2026**

**CAA WINTER CONVENTION / Fairmont San Francisco**

- November 30 – December 3, 2022
- December 6 – December 9, 2023
- December 4 – December 7, 2024
- December 3 – December 6, 2025
- December 2 – December 5, 2026

**CAA PALM SPRINGS CONVENTION /Hilton Palm Springs**

- May 17 – May 20, 2023
- May 15 – May 18, 2024
- May 14 – May 17, 2025

**INDUSTRY EVENTS 2022-2023**

**September 11 - 15, 2022**

TMA OPSTech, Charlotte, NC

**October 29 – November 2, 2022**

TMA Annual Meeting , Marco Island, FL

**November 16-17, 2022**

ISC East, New York, NY

**2023 - November 4-8, 2023**

TMA Annual Meeting, Kapalua, Maui, Hawaii

**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 \$200.00 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!

**BSIS Address and Telephone Numbers**

Bureau of Security and Investigative Services  
 2420 Del Paso Road, Suite 270, Sacramento, California 95834.  
 The following are a list of important Bureau numbers to update your records:

- Main Number: ..... 916/322-4000
- Toll Free Number: ..... 800/952-5210
- Licensing Fax Number: ..... 916/575-7290
- Enforcement Fax Number: ..... 916/575-7289
- Email: ..... [bsis@dca.ca.gov](mailto:bsis@dca.ca.gov)
- Web Homepage: ..... [www.dca.ca.gov/bsis](http://www.dca.ca.gov/bsis)

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**CONTACT THE CAA**

California Alarm Association  
 333 Washington Blvd., Suite 433, Marina del Rey, CA 90292  
 TEL 800/437-7658 FAX 800/490-9682 [www.CAAonline.org](http://www.CAAonline.org) [info@CAAonline.org](mailto:info@CAAonline.org)  
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Email your training and education calendar to [info@CAAonline.org](mailto:info@CAAonline.org)

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