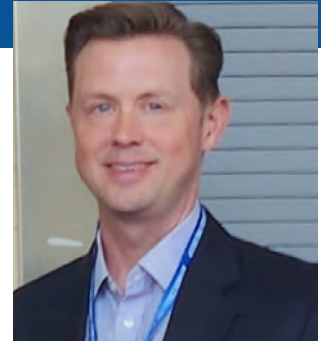


FROM THE PRESIDENT

Trevor McEnaney, NYELSA President



Dear NYELSA Members and Friends,

I hope that everyone had a great Memorial Day and I would like to offer my heartfelt gratitude to all the men and women in the military service active and retired, we appreciate you keeping our country safe and honor and remember those who gave there lives to uphold the freedoms we are afforded today.

This year we are opting to scale back our annual meeting event to a general meeting to focus our resources on building programs that will provide value to our members.

Currently we are investigating a possible partnership that would allow us to offer a recruiting and training program for Technicians for our Members to build their technical teams in a cost-effective way, while it is early stages, we are making great progress...stay tuned

Our Legislative efforts are gaining momentum, and we are cautiously watching a few bills and driving a few open issues that look promising to passing. We are please that one key bill has passed both houses and is expected to be delivered to the Governor for signature later this year.

Members can access this information via email updates from our lobbyist. Please keep an eye out for these notifications.

Our last board meeting was held on site in Albany in April providing us the opportunity to have a face to face meeting with the Department of State to get reacquainted with licensing and compliance activities. The meeting was very productive addressing clarification on finger printing and background checks, company qualifiers, compliance and enforcement as well as the clarification on the employee statement and the employee approval process.

We are currently under a reorganizing effort on how the Association will operate moving forward and which will involve the process of building out our board of directors and are looking for anyone interested in participating on any one of various committees, scholarship, membership, training etc.

If you are interested or know someone who is please reach out.

On that note, summer season is upon us, stay tuned in to NYELSA

Thank you

Trevor McEnaney

CALL FOR VOLUNTEERS

Interested in being on the board?
Elections are being held October 9th.
Interest or know someone?
Let us know by 7/31!



The New York Electronic & Life Safety Association

New York Electronic & Life Safety Association

(formerly the New York State Electronic Security Association, Inc.)
(formerly the New York Burglar & Fire Alarm Association, Inc.)

**1971 Western Avenue
PMB # 1105
Albany, NY 12203**

800-556-9232 (NY)

Email: Info@NYELSA.ORG

Website: WWW.NYELSA.ORG

NYELSA Board of Directors

Officers

President	Trevor McEnaney	914-232-0003
Vice President	Jason Aurelio	607-723-2934
Treasurer	Pamela Noll	716-665-6700
Secretary	Jack Doyle	585-461-6510

Directors

Brian Azzarella	716-673-3062
Greg DeBenedictus	845-562-4024
Jason Kenney	518-459-3993
Steve Leonardo	631-271-4000
Gary Puckhaber	585-232-1410

Committee Chairs

Conference	Jason Aurelio	607-723-2934
Dept of State Liaison	John Sperrazza	716-693-4597
Licensing & Compliance	Trevor McEnaney	914-232-0003
Membership	Jason Aurelio	607-723-2934
Presidents Council	Tom Powers	716-822-7000
Scholarship	Trevor McEnaney	914-232-0003
Webmaster	Jason Etter	800-556-9232

Staff

Executive Director	Jason Etter	800-556-9232
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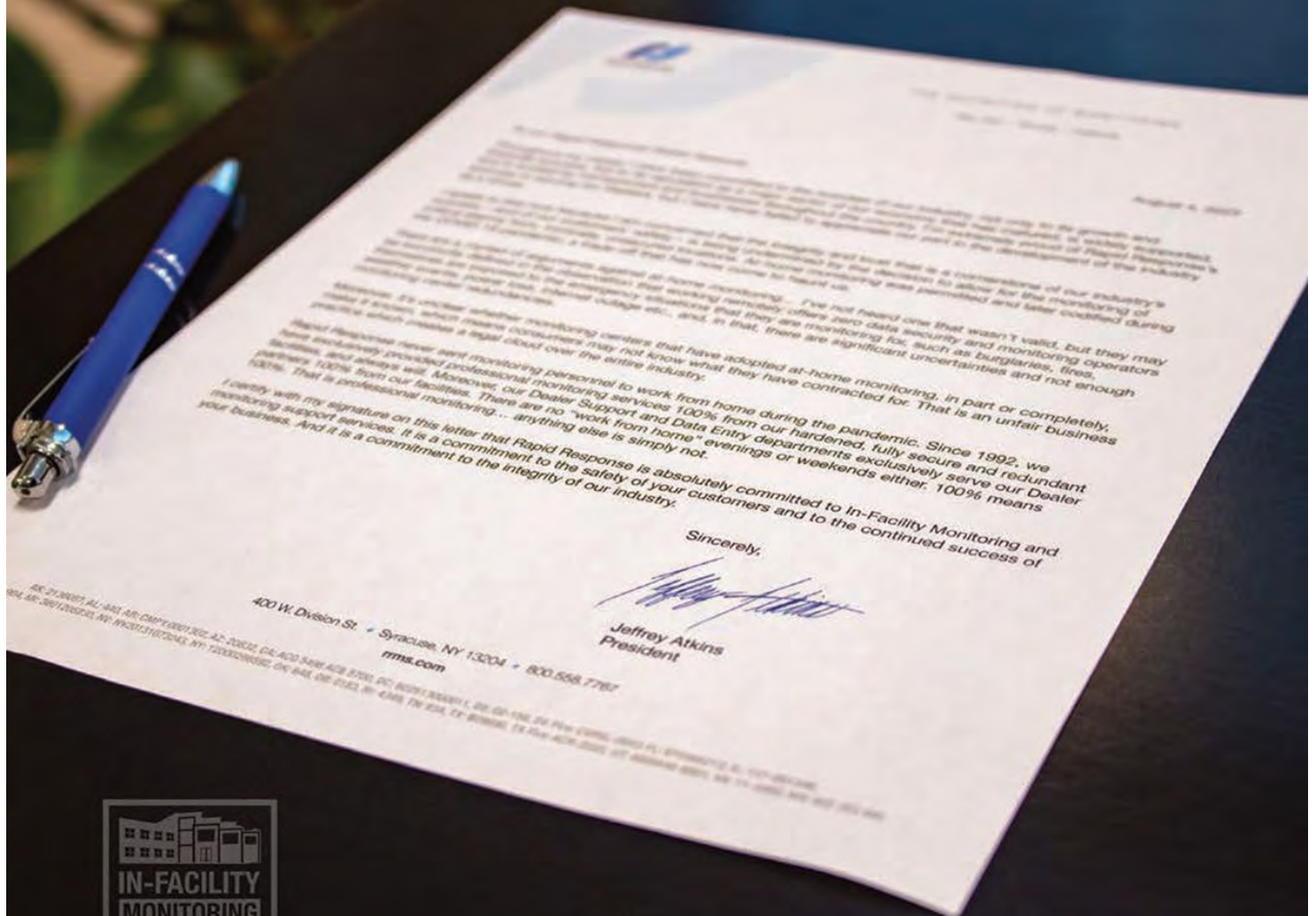
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How Joining The NYELSA Can Help Your Business...

The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

Ever feel like an ant crawling through a landscape of giant competitors?

If so, consider this: The average anthill packs plenty of collective power, and when its residents gather in large numbers, they can send even the largest beast running.

For security dealers and integrators the value provided by collaborating with your industry peers - offers your business access to resources that you wouldn't be able to obtain on your own.

Membership in the NYELSA offers a range of opportunities that can lead to enhanced business relationships and, ultimately, greater success.

Supporting your success through membership services & benefits...

Industry Legal Services

"Member" access to industry specific legal services and contracts.

Peer-to-peer Networking

Regularly scheduled In-person and virtual membership meetings, AND an annual membership conference.

Industry Watchdog

Monitoring nationally, statewide and locally for legislation and ordinances of concern to dealers and integrators.

Industry Insurance Program

Discounted access to an industry owned insurance program offering coverage for G.L., E&O, and Cyber coverage.

Networking, shared experience, common challenges, peer

Public Safety Initiatives

Interact with law enforcement and the fire service through our support of SIAC.

interaction all providing collective influence from being part of the industry leading TEAM...

Industry Training Courses

Instructor led classroom, virtual and online courses designed by the industry, for your technical, sales and business staff.

The summary list provided here, and detailed on the reverse side of this page is designed to help you identify your potential member value opportunities.

Member Savings Program

Discounts on the products and services you are already using for your business.

It is our hope that you will find the substantial benefit of membership – and decide to join the NYELSA.

Benefits of NYELSA Membership

Member Savings Program

Discounts on the products and services you are already using for your business.

NYELSA member have access to the buying power of the collective group which numerous businesses and their employees with tremendous spending clout.

We provide valuable savings programs in the many business categories including:

- Health Insurance,
- Business Insurance,
- Retirement Planning, 401K / MEP,
- Gasoline,
- Credit Card Processing,
- Payroll Processing,
- Facilities/ Maintenance & Operations,
- Office Supplies,
- Shipping,
- Technology,
- Telecommunications,
- Uniform Services,
- Wireless Services,
- and more.



Plus, consumer discounts are also available as an extended benefit you can provide for your family AND staff members...

Industry Insurance Program

Discounted access to an industry owned insurance program offering coverage for G.L., E&O, and Cyber coverage.



Peer-to-peer Networking

Regularly scheduled In-person and virtual membership meetings, AND an annual membership conference.

- Regional In-person Membership Meetings
- Virtual (Zoom Video) Membership Meetings
- Annual Membership Conference, with vendor exhibits, seminars sessions, social activities and membership meeting and elections...

Industry Legal Services

"Member" access to industry specific legal services and contracts.

Public Safety Initiatives

Interact with law enforcement and the fire service through our support of SIAC.

Supporter



Security Industry Alarm Coalition

Industry Watchdog

Monitoring nationally, statewide and locally for legislation and ordinances of concern to dealers and integrators.

Industry Training Courses

Instructor led classroom, virtual and online courses designed by the industry, for your technical, sales and business staff.

COURSES | Technical

- Certified Alarm Technician Level 1
- Electronic Access Control
- Advanced Intrusion Systems
- Troubleshooting, Service and Maintenance
- Video System Technologies
- Residential Fire Alarm
- Fire Alarm Installation Methods
- Professional Fire Alarm Design
- Life Safety Code
- International Building Code

COURSES | Non-Technical

- Security Sales Essentials
- Understanding Electronic Security Systems

CERTIFICATIONS

- Alarm Technician Level 1 and 2
- Video Technician and Systems Specialist
- Systems Integrator (CSI or CSSI)
- Service Technician
- Intrusion Technician Level 2
- Residential Fire Alarm Inspector
- Fire Alarm Technician Level 2 & 3
- Security Salesperson



Why Do We Even Need A Lobbyist?

By Jim McCulley

One of the questions I get asked most often is “Why do we even need a lobbyist?” It’s a good question. One answer was offered by the New York lawyer and judge Gideon Tucker way back in the late 1800’s. Judge Tucker, in a surrogate court decision, wrote “No man’s life, liberty, or property are safe while the legislature is in session.”

And so it is today.

In any given two-year session of the New York State Legislature, more than 10,000 individual bills are introduced by the 213 legislators that make up the State Senate and Assembly. That’s a staggering number – and if you think many of these are well thought out, free of populist politics, or well researched – think again. And while many of these don’t have anything to do with the electronic security industry, a surprising number often do.

When I first started working with NYESLA – back then it was the NY Burglar and Fire Alarm Association – there was a bill that declared exculpatory clauses in alarm contracts unenforceable by an alarm company. Customers could bring lawsuits against alarm companies for the full and total value of any loss from a burglary or fire by claiming the alarm didn’t work, was installed incorrectly, or whatever suited their claim. Alarm companies could be held liable for losses of which they were unaware or could not know. This would have been catastrophic for the security industry--and if the association hadn’t had a lobbyist and lobbied against it, it may have become law.

More recently, legislation was introduced and passed by the Senate and Assembly known as the “Digital Repair Act.” While ostensibly a “consumer rights” bill, it would have required manufacturers of electronic equipment, including security equipment, to provide anyone that asked—ANYONE -- the documents needed to repair the product, including passcodes and schematics. Criminals could have learned how to disable even some of the most sophisticated alarms. This would have been disastrous for the electronic alarm industry and for the customers of alarm systems.

We arranged for NYESLA’s President to meet with legislators, legislative staff, and the Governor’s office and educate them on why not exempting security systems was such a bad idea—and they listened and in the final bill, which became law, exempted security systems from the law.

Just one bad bill could be disastrous for the alarm industry. These are just two examples of why it’s important for associations like NYESLA to be engaged and actively involved in the legislative process. Already this year we’ve identified almost 40 bills that directly impact the electronic security industry--from limiting the technology used for access control, increasing liability for breaches of data privacy, expanding the kind of protected data, or banning most biometric and facial recognition technology used in smart systems.

Much of what lobbyists do is play defense, but we also help NYESLA play a proactive role in the legislative process. Working with NYESLA we helped write and support legislation that would limit local governments from fining alarm companies for false alarms. Local governments around the nation, and some in New York, are considering, or have passed, local laws that fine alarm companies for every false alarm—regardless of whether the alarm was the company’s fault. The bill passed the State Assembly last year and we are busy working to get it to the Governor’s desk this year.

In a way, having a lobbyist is like having insurance for your business. Lobbyists bring expertise in navigating the political process, have access to policymakers, and can effectively communicate your needs and concerns to decision-makers. Our connections and understanding of the legislative process can make your voice heard in ways that might be difficult to achieve on your own. We have the tools, resources and experience to keep you safe while the Legislature is in session.



Industry Happenings

Industry Calendar

ESX

June 16-19, 2025
Cobb County, Georgia

ESX is filled with electronic security pros, entrepreneurs, and marketing professionals that have prepared knowledge-filled educational sessions to help security professionals take their business to the next level. Trainings, presentations, educational sessions, counterpoint sessions, the ESX schedule is filled with information you need to help you stay up-to-date with new occurrences in the industry and with best business practices that can help your company thrive.

ISC East

November 18 - November 20, 2025
Javits Center, New York, NY

ISC East is the Northeast's leading security and public safety event, hosted in collaboration with premier sponsor Security Industry Association (SIA) and in partnership with ASIS NYC. Each year, in order to keep our communities safe and secure, security dealers, installers, integrators, and consultants, along with corporate, government and law enforcement/first responder practitioners, convene in New York City to network, learn and evaluate the latest technologies and solutions from premier exhibiting brands. The combination of one-on-one conversations with top innovators, a variety of show events, and cutting-edge education and training, makes ISC East the most comprehensive East Coast event in the security and public safety landscape.

NYELSA Training Calendar

June 4-6 2025

Troubleshooting, Service, and Maintenance

June 18-20, 2025

Level One Certified Alarm Technician

July 9-11, 2025

Advanced Intrusion Systems

July 23-25, 2025

Fire Alarm Installation Methods

August 6-8, 2025

Troubleshooting, Service, and Maintenance

Visit the [NYELSA.ORG](https://www.nyelsa.org) website for more details and to register. The full calendar and registration form or also available in this newsletter on pages 10 and 11.

What's Inside the Security Signal

Board of Directors - p. 2

Benefits of Membership – p. 4-5

Industry News - p. 6-7

Training & Schedule - p. 9-10

Many thanks to our valued advertisers

IMPORTANT UPDATE FROM FinCEN

FinCEN Removes Beneficial Ownership Reporting Requirements for U.S. Companies and U.S. Persons, Sets New Deadlines for Foreign Companies

WASHINGTON—Consistent with the U.S. Department of the Treasury’s March 2, 2025 announcement, the Financial Crimes Enforcement Network (FinCEN) is issuing an interim final rule that removes the requirement for U.S. companies and U.S. persons to report beneficial ownership information (BOI) to FinCEN under the Corporate Transparency Act.

In that interim final rule, FinCEN revises the definition of “reporting company” in its implementing regulations to mean only those entities that are formed under the law of a foreign country and that have registered to do business in any U.S. State or Tribal jurisdiction by the filing of a document with a secretary of state or similar office (formerly known as “foreign reporting companies”). FinCEN also exempts entities previously known as “domestic reporting companies” from BOI reporting requirements.

Thus, through this interim final rule, all entities created in the United States — including those previously known as “domestic reporting companies” — and their beneficial owners will be exempt from the requirement to report BOI to FinCEN. Foreign entities that meet the new definition of a “reporting company” and do not qualify for an exemption from the reporting requirements must report their BOI to FinCEN under new deadlines, detailed below. These foreign entities, however, will not be required to report any U.S. persons as beneficial owners, and U.S. persons will not be required to report BOI with respect to any such entity for which they are a beneficial owner.

For more information, see <https://fincen.gov/news/news-releases/fincen-removes-beneficial-ownership-reporting-requirements-us-companies-and-us>.

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**TO FIGHT ADVERSE
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If you neglect the problem until it reaches your door, it might be too late...

SIAC
Security Industry Alarm Coalition

Make a difference in your future.
Donate to SIAC today at siacinc.org.

NYELSA / NTS TRAINING

NYELSA 2025 "Virtual" Training Course Schedule(s)

Course Part	81 Hour Security / Fire Alarm Installer License Course	Course Dates
Part 1	Level One Certified Alarm Technician	February 12 - 14 April 23 - 25 June 18 - 20 October 8 - 10
Part 2	Advanced Intrusion Systems	February 19 - 21 May 7 - 9 July 9 - 11 October 22 - 24
Part 3	Fire Alarm Installation Methods	March 5 - 7 May 21 - 23 July 23 - 25 November 5 - 7
Part 4	Troubleshooting, Service & Maintenance	March 19 - 21 June 4 - 6 August 6 - 8 November 19 - 21

Month	Continuing Education Courses (non-license related)	Course Dates
September	Residential Fire Alarm	September 4
CALL	Video System Technology	CALL
CALL	Electronic Access Control	CALL
October	Professional Fire Alarm Design	October 16 - 17

Additional course topics available. Private classes available for 10+

Understanding the NYS Security / Fire Alarm Installer License Requirements:

Need for license: An individual, firm, company partnership or corporation must be licensed if it installs, maintains or services alarm systems, including, but not limited to, such items as detectors, control devices and alarm communication systems, conduits and associated wires of alarm systems; or if it holds itself out to the public as being able to do so. **This shall include, but not be limited to,** selling alarm systems to consumers when the installation, maintenance or servicing of the alarm system will be subcontracted to or otherwise performed by another;

A security and fire alarm installers license is required for the installation, maintenance or servicing of a closed circuit television system (CCTV), or video surveillance system, if such system is used, either full-time or part-time, for the detection or monitoring of intrusion, break-in, theft, movement, sound or fire; and electrical entry systems which detect and/or provide notification of intrusion, break-in, theft, movement, sound or fire regardless of the number of entry points.

Who Should Attend? Technicians, service personnel, installation personnel, sales staff, and business owners.



(800) 556-9232

Email: info@nyelsa.org

Website: NYELSA.ORG

Registration Form on other side



12/1/24



New York Electronic & Life Safety Association

APPLICATION FOR NYELSA MEMBERSHIP

(Please print or type)

☐ Regular Member

☐ Regular Applicant Member

☐ Associate Member

COMPANY INFORMATION

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: () _____

Website: _____

NY Alarm License #: _____

Year Company Started: _____ Total Number of Other Locations: _____ (Attach list on separate sheet)

COMPANY CONTACT

Designated Voting Rep: _____ Title: _____

Email: _____

- **Regular Member:** shall have as its major activity in the electronic security industry, the installation, servicing or monitoring of burglar alarms, fire alarms, supervisory systems, and other electronic security systems; and holds a current New York State Alarm License as per Article 6D of the General Business Law of New York State.
- **Regular Applicant Member:** shall have as its major activity in the electronic security industry, the installation, servicing or monitoring of burglar alarms, fire alarms, supervisory systems, and other electronic security systems; and is currently completing the process or applying for a New York State Alarm License as per Article 6D of the General Business Law of New York State.
- **Associate Member:** shall have as its major activity in the electronic security industry, the business of manufacturing, distributing, supplying products or services generally used by the members of the Association.

MEMBERSHIP DUES = \$295.00 per year * ASSOCIATE MEMBERSHIP DUES = \$395.00 per year

* Regular Membership Dues are based on applicant location. Companies with multiple NY locations are encouraged to apply for membership for each NY branch location.

Applicant agrees to abide by all by-laws & code of ethics as adopted by the membership of the NYELSA.

Payment Type:	Master Card	VISA	American Express	Check Payable to NYELSA	_____
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Card Holders signature:	_____				

Please submit this application and first full year dues payment to the NYELSA at the address listed below.

Membership is not transferable. Dues are not refundable. Membership is based on a calendar year (January 1 thru December 31). New members joining throughout the year will receive a pro-rated credit of their dues applied towards the subsequent year's dues renewal.

1971 Western Avenue - PMB # 1105, Albany, NY 12203
(800) 556-9232 • info@nyelsa.org

NYELSA 2025 Training Course Registration Form

Enter ## of Students Registering	Course Name	Course Dates <i>(circle selected date)</i>	NYELSA Member Price	Non - Member Price	TOTAL COURSE FEES
	Level One Certified Alarm Technician	February 12 - 14	\$395.00	\$495.00	
		April 23 - 25	\$395.00	\$495.00	
		June 18 - 20	\$395.00	\$495.00	
		October 8 - 10	\$395.00	\$495.00	
	Advanced Intrusion Systems	February 19 - 21	\$395.00	\$495.00	
		May 7 - 9	\$395.00	\$495.00	
		July 9 - 11	\$395.00	\$495.00	
		October 22 - 24	\$395.00	\$495.00	
	Fire Alarm Installation Methods	March 5 - 7	\$395.00	\$495.00	
		May 21 - 23	\$395.00	\$495.00	
		July 23 - 25	\$395.00	\$495.00	
		November 5 - 7	\$395.00	\$495.00	
	Troubleshooting, Service & Maintenance	March 19 - 21	\$395.00	\$495.00	
		June 4 - 6	\$395.00	\$495.00	
		August 6 - 8	\$395.00	\$495.00	
		November 19 - 21	\$395.00	\$495.00	
	81 Hour Security / Fire Alarm Installer License Course "Bundle"	February - March	\$1,495.00	\$1,895.00	
		April - June	\$1,495.00	\$1,895.00	
		June - August	\$1,495.00	\$1,895.00	
		October - November	\$1,495.00	\$1,895.00	
	Residential Fire Alarm	September 4	\$275.00	\$375.00	
	Video System Technology	CALL	\$375.00	\$475.00	
	Electronic Access Control	CALL	\$375.00	\$475.00	
	Professional Fire Alarm Design	October 16 - 17	\$375.00	\$475.00	

= Total # of Students

Total Course Fees =

Contact: _____	Student Name: _____
Email: _____	Student Email: _____
Phone: _____	Student Phone: _____
Company: _____	
Address: _____	
City: _____	State: _____ Zipcode: _____
Payment Type: Check () <i>Payable to NYELSA</i> Master Card () Visa () Amex ()	
Credit Card #: _____	
Expiration: _____	Sec. Code: _____ Zip Code: _____
Signature: _____	
<p>One form per student or provide a sheet with student info. You may register online or scan and email this form.</p> <p>NYELSA - 1971 Western Avenue PMB#1105, Albany, NY 12203</p> <p>(800) 556-9232 info@nyelsa.org www.NYELSA.org</p>	