

## FROM THE PRESIDENT

*By Tom Powers  
NYELSA President*



Dear NYELSA members,

Spring is here and the New York Electronic Life Safety Association (NYELSA) is looking forward to many new events and opportunities! Membership helps sets you and your company up for success. Let's work together to give your company a competitive edge by keeping up with legislative changes, training, networking, and much more.

Check out all your membership has to offer by going to our membership savings program at [www.NYELSA.org/Member-Savings-Program](http://www.NYELSA.org/Member-Savings-Program).

Our Executive Director search is underway. Requests for proposal will be posted on the NYELSA website, social media platforms, and other search sites on April 1st, 2022. It is our hope that that the search will be successful in finding a strong, knowledgeable, organized director that will assure our association is operating in an effective manner with great oversight. A powerful resource for our board and our members that will continue to assist our association into the future.

We are excited that our spring golf outing is just around the corner. The event will be held May 19th at the Ravenwood Golf Club in Victor, NY.

This will be a beautiful day of golf and friendly competition, followed by a reception and steak dinner!

All while helping to raise money for our Youth Scholarship Program. It is our hope that you will participate in this event as a sponsor, golfer, or both. To register for the event, go to [www.NYELSA.org/events](http://www.NYELSA.org/events) or see the attached registrations forms later in this newsletter.

This summer, join industry leaders from across the state for our Annual Conference. Learn, network and re-energize yourself. We will have an exhibit hall show casing all of the best vendors, products, and software in our industry.

There will be training classes for owners, operators, sales people, and technicians. Be sure to bring your entire team. Our annual conference will be held on August 9th at Apex Entertainment in Albany, NY. To register for the event as a sponsor or attendee, go to [www.NYELSA.org/events](http://www.NYELSA.org/events) or see the attached registrations forms later in this newsletter.

A bad day at the golf course... still beats a good day at the office. Please join us for our fall golf outing. Held September 20th at the Casperkill Country Club in Poughkeepsie, NY. This course was designed by the legendary Robert Trent Jones, Sr. Play amidst tranquil ponds, magnificent ancient oaks and the meandering Casperkill Creek on what is sure to be a great fall day.

# New York Security Signal

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1971 Western Avenue  
PMB # 1105  
Albany, NY 12203

800-556-9232 (NY)  
814-838-0301 (Outside NY)  
814-838-5127 FAX

Email: [Info@NYSESA.ORG](mailto:Info@NYSESA.ORG)  
Website: [WWW.NYSESA.ORG](http://WWW.NYSESA.ORG)

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# Last-Minute Tax Tips for Small Business Owners in 2022

The phrase “tax season” can strike fear into the heart of any small business owner.

In fact, someone even coined a word for the fear of taxes and the IRS: **forosophobia**.

As a small shop or solopreneur, it’s normal to feel some degree of forosophobia as you head into tax season seemingly unaided. The good news: You aren’t alone! Taxes are consistently ranked among the top worries for small businesses — right alongside managing cash flow and growing the business.

If the above sounds like you, you’ve come to the right place. Armed with a solid understanding of the basics and some quick tax facts, this tax season doesn’t have to be daunting. Let’s start with the basics. Below are a few key dates to keep in mind as a small business owner:

- April 18, 2022, is Tax Day for the 2021 tax year (April 19, 2022, in Maine and Massachusetts).
- Dates are the same for filing an extension and paying taxes owed.
- Those requesting extensions have until October 17, 2022, to file.
- Quarterly tax filing dates are April 15, June 15, September 15 and January 15.

Now that we have the basics under our belt, let’s discuss some common tax concerns. As a small business owner, it’s not unusual to feel anxiety around owing money, being audited or simply not understanding the tax system. Debunking some common tax myths and determining the truth about your taxes can help alleviate some of this anxiety.

**Tax Myth #1:** If you can’t afford to pay, don’t file.

**TAX TRUTH:** It pays to file on time. Contact the IRS if you’ve hit a financial roadblock, and work directly with them to find a solution.

**Tax Myth #2:** Tax errors can affect your credit score.

**TAX TRUTH:** Since 2018, tax debts or liens have been eliminated from credit scores.

**Tax Myth #3:** Filing an extension means you have more time to pay.

**TAX TRUTH:** The extension provides you with extra time to gather and file your documents, but payment is still expected by Tax Day.

**Tax Myth #4:** Side hustle or gig income is tax-free.

**TAX TRUTH:** Regardless of the nature of the business, the income needs to be reported. Plus, it could reveal additional deductions you may have overlooked.

**Tax Myth #5:** If you file an extension, your odds of an audit will increase.

**TAX TRUTH:** There is no correlation between an extension and an audit.

With tax myths busted, let’s discuss a few last-minute moves you can make as a small business owner. It’s not too late to make this tax season a success!

- If you’re still not feeling ready to file, submit an extension (and pay taxes due) by April 18, 2022.
- Take a good look at your expenses to maximize your home office deduction if eligible.
- Don’t forget about retirement. Options such as the SEP IRA and solo 401(k) are set up to encourage small business owners to fund retirement and can provide tax benefits.

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Wrap up the day with a few drinks and delicious meal. More on this event later in newsletter. Please mark your calendars and attend these great events we have planned.

Our association has many valuable training classes schedules. From our 81hour license course, to residential fire, fire alarm system design, access control, and video systems the association has you covered for all your training needs. Class dates and times can be found by going to [www.NYELSA.org/Training](http://www.NYELSA.org/Training)

Thank you for taking time to read our newsletter and thank you for being a valued member of our association. Spring is here, enjoy the nice weather and see you at our next event!

Best regards,  
Tom Powers; NYELSA President

Western New York Electronic Security Association  
invites you to attend the

**Annual WNYESA  
Summer Bash**

Wednesday, July 13, 2022  
at 5:30 PM

**Buffalo RiverWorks**

359 Ganson Street, Buffalo, NY 14202

**\$30.00/Person**  
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# Legal Column

By: Ken Kirschenbaum, NYSEA Legal Counsel

## COLLECTION NIGHTMARE AND HOW TO AVOID IT

A New York alarm company, entered into a commercial fire alarm contract with its customer in September 2017. The customer gave a deposit and then sent a termination letter in November 2017 because the fire alarm wasn't delivered in time.

The customer sued the alarm company in small claims court for return of the deposit. The alarm company engaged a collection attorney to sue the customer [not K&K] in 2019. The litigation has a long history [and longer future, but that will be addressed below].

The customer moved for summary judgment in the small claims against, which was denied because of questions of fact. The customer moved for summary judgment to dismiss the alarm company's complaint. The lower court denied the motion; the customer moved to reargue; the lower court granted re-argument but then still denied the motion to dismiss. The customer appealed, which was decided in December 2021. The appellate court did dismiss the alarm company's cause of action for "account stated" but did not dismiss the cause of action for breach of contract.

So what's been accomplished since this contract was signed in 2017 and since the lawsuit started in 2018? Not much. The small claims action is consolidated with the action started by the alarm company. The customer is seeking return of a \$4000 deposit and the alarm company is seeking to recover for breach of the contract, the balance of the \$12,500 purchase price and \$125 per month for 120 months. [it appears the alarm company used a K&K commercial fire alarm form, though the vintage of that form and what changes were made are not discussed in the Appellate Court decision.

What prompted this topic? A few minutes before I read the Appellate decision one of my attorneys advised me that she accepted a settlement of \$9000 for a \$12,000 case. I asked why. She informed me that we started the collection matter about 4 months ago and we had an Arbitration Award which we were seeking to confirm in court; the court hearing is scheduled for later this week. She told me that we would probably have to wait 12 to 18 months before the court processed the case and we were able to get the judgment, and that's assuming we prevailed on the petition].

In short, we were forced to compromise an almost certain judgment of at least \$12,000 [probably \$15,000 with additional legal fees] for \$9000 because of a broken court system in New York. I don't know what it's like in your town but the New York courts are backed up years; it's a disgrace.

So the above case is not going to be determined for a few more years. It doesn't appear that the customer has a lawyer [remarkable she navigated this far, but as broken as the court system is the judges are very keen to protect consumers] but this case will either settle or get tried and

when, no-body knows, and after it's tried, waiting for the court clerk to enter the judgment could take another year to so.

How can you avoid a mess like this? There are several ways, other than never going after a delinquent account, which is not something I recommend often.

First, use updated Kirschenbaum Contracts™. The contracts have strong collection provisions and the contracts are tightly written to avoid issues. The contracts also have an arbitration provision which permits the collection matter to move quickly and inexpensively.

Second, engage K&K's collection department. Think your attorney knows your alarm contract better than we do? Think your attorney knows how to prosecute a breach of that contract action better than we do? Think your attorney has a Superman outfit under his suit? Well, your attorney doesn't know your contract better, doesn't know how to prosecute a breach of the alarm contract better and sure as hell isn't Superman.

It's time to get with the Concierge Program. Establish a relationship with K&K and get ahead of the curve.



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# NYELSA MEETING & EVENT NEWS

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## 2022 BOARD OF DIRECTORS MEETINGS

- May 19, 2022
- August 9, 2022
- November 3, 2022

## 2022 ANNUAL MEETING

- August 9, 2022 - Seminars
  - Apex Entertainment - Albany

## 2022 SEMI-ANNUAL GOLF OUTING

- May 19, 2022 - Spring Outing
  - Ravenwood Golf Club
- Sept. 20, 2022 - Fall Outing
  - Casperkill Golf Club

## INDUSTRY EVENTS

- ISC West, Las Vegas - 2022
  - March 22-25, 2022
- ESX 2022 - Fort Worth, TX
  - June 14-17, 2022
- ISC East - NYC - 2022
  - November 16-17, 2022

- Dig for small-business-specific deductions that are often overlooked. Below are some of the most missed deductions for small business owners:
  - Car expenses
  - Expenses for preparing documents
  - Startup costs
  - Miscellaneous business expenses
  - Interest on debts
  - Charitable contributions
  - Employee gifts
- Plan ahead. If the last-minute tax crunch is causing you serious stress, make sure to give yourself plenty of time to organize and file for the coming year.

Still feeling fearful about filing? Try heading straight to the source, the IRS. But go to their website first. The IRS website has a wealth of information and FAQs and could help you avoid the crowds — last year, the IRS received 145 million calls between January and March.[1]



And remember, small business owners everywhere are in your exact same shoes. You've built a business from the ground up, weathered a global pandemic and put in the hard work every day. Taxes shouldn't be scary. You've got this!

[1]<https://www.irs.gov/newsroom/2022-tax-filing-season-begins-jan-24-irs-outlines-refund-timing-and-what-to-expect-in-advance-of-april-18-tax-deadline>

Original Source: *The UPS Store – Small Business Blog*



## Managing Risk and Protecting YOUR Business

Electronic security and life safety installation and monitoring companies face significant risk each day: injury to workers, fleet accidents, property damage and lawsuits can all impact day-to-day operations and bottom lines.

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## RASIA Update

RASIA held a general membership meeting on March 16th. The board, members, and local distributors/manufacturers attended for a nice sit down dinner and to conduct association business.

Thank you to those that attended. For those considering, an upcoming meeting, we hope to see you on June 8th!

RASIA is wrapping up the Joseph Comunale Youth Scholarship Program for this year. The award ceremony and RASIA general membership meeting is now tentatively scheduled for June 8th.

The previous date was changed due to a conflict with ESX. RASIA is also pleased to announce the formation of a new sister organization, RCASI (Regional Community Awareness and Support Inc).

This new organization is focused on continued awareness of the life safety industry and the tight

connection it has with the local police and fire departments in the region.

RCASI will be fundraising in order to provide awareness and support for those within the life safety industry and first responders.

RASIA will also be holding elections at the June meeting. Slate to follow.

Be on the look out for your invite and/or check the RASIA website for a list of upcoming events and for our contact information.

The website URL is <https://www.rasiaweb.org>



## **The Employee-Employer Disconnect That's Fueling the Great Resignation**

Workers are sending a very loud and clear signal that organizations better hear if they want to attract and retain top talent. It's not just money. This is what's still driving the Great Resignation.

Amid all the headlines about millions of workers quitting their jobs during the Great Resignation, it is easy to miss the signal in the noise.

A record 47.4 million Americans quit their jobs last year—more than a quarter of the total workforce.

And, yes, the understandable first response from employers has been to throw money at the problem in the form of counter-offers and higher compensation. To many, this is merely the supply and demand dynamic of a temporarily tight labor market created by a rapidly recovering economy.

But all the noise surrounding the Great Resignation tends to drown out the vastly more instructive signal that workers are sending.

What employers perceive as the Great Resignation is viewed by workers as the Great Transition.

People of varying backgrounds, places and circumstances are looking for something different than what they have now.

Those who are quitting are finding new jobs they perceive as more attractive.

This Great Transition is a key attribute of a new dynamic, an environment shaped by constant and rapid change, where there will never be a new normal.

Here is why: Not only are workers more valuable today, as indicated by rising wages, they are going to be even more valuable tomorrow. Far from being a temporary condition, the labor shortage is likely to be long term.

According to a July 2021 forecast from the Congressional Budget Office, the American workforce will

grow by just 4% during the entire 2020s. That is just half the growth rate of the 2000s (9.2%) and only one seventh of the growth rate during the 1970s (30.2%).

Workers are willing to take bigger risks and more likely to move to another company. Just when a strong economy requires more workers, there are fewer workers entering the workforce. This shift has given workers a greater sense of agency.

The answer to attracting and retaining workers for employers must be a cultural solution, as well as a financial one.

Demographic trends are making workers more scarce just as demand for their services is increasing.

As workers realize they are more valuable, what workers want and what they value will have a greater influence on the strategic direction of institutions than ever before.

In order to attract and retain prized workers, employers will have to engage in their own Great Transition—one that is more responsive to workers' priorities and values.

As newly empowered stakeholders, workers will have more to say about the future of their organizations. In this environment, managers have to ask whether the customer is always right, or should workers have a say too? Meeting investor expectations is still important, but employee expectations will also need to be considered.

A recent multi-region McKinsey survey of managers and workers reveals that there is a significant disconnect between how management and employees currently view this new dynamic.

Managers perceive workers' desire for more money, greater development opportunities, and remote work options, as well as competitor recruitment and pandemic health complications, all as more im-



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## How Joining The NYELSA Can Help Your Business...

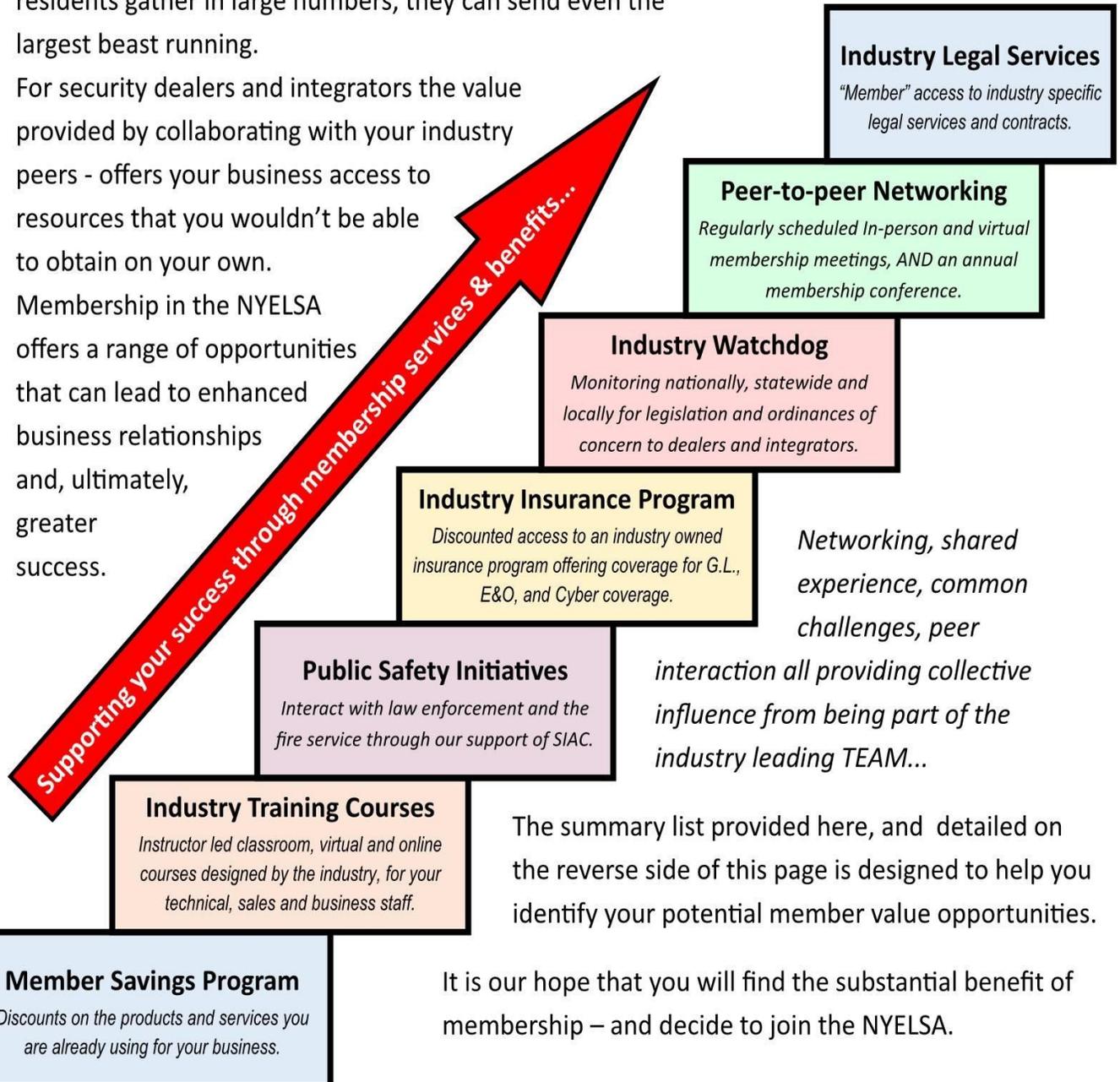
The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

### 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.



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.

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

## 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:

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- 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.

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## 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



portant factors to change jobs than workers do.

Workers say their departures are more influenced by whether they are valued by the organization, have a sense of purpose, work with caring and trusting colleagues, and can have a flexible schedule at work.

This disconnect is particularly acute in the tightest part of the labor market: younger employees starting their careers.

A November Ernst & Young survey found that 63% of Gen Z employees feel it is “very or extremely important to work for an employer that shares their values.” Only 32% said making a lot of money in their career is a priority.

This is not just an American phenomenon. A 2021 Deloitte survey of 8,200 Gen Z workers in 45 countries found that nearly half (49%) make decisions about where to work based on personal ethics. In this environment, Gen Z concerns regarding diversity, inclusion, and sustainability must also become the concerns of the organizations for which they work.

As workers realize they have agency, that they can act and they can make a difference, more of them will act—making it more likely that they will make a difference. In turn, this changes the direction of companies, professions, and governments all over the world.

The transformation will not happen overnight; but because demographics are destiny and economic trends create political trends, it is inevitable.

Workers are sending the signal loud and clear. The smartest employers will tune out the noise and understand what the signal means.

*\*Source: Fast Company, Joseph Andrew, Chairman-Dentons, McKinsey & Company “The Great Attrition or Great Attraction”; 9/2021*

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| Security America Insurance        | 866-315-3838 |
| Security Industry Alarm Coalition | 972-377-9401 |
| Stanley Security (SentryNet)      | 800-932-3304 |

**Please Support Those Who Support  
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Life Safety Association**

## Watch Your Mail Box

*NYELSA dues notices were recently sent out for renewal of your membership for 2022.*

*Annual Membership fees are due on January 1 2022, and renew your membership for an entire year.*

**Please send your membership renewal  
*TODAY...***

## INDUSTRY BUZZ

News From Around The Electronic  
Life Safety & Security Industry

### NEARLY 1/2 OF SECURITY OWNERS SAY SYSTEMS TRIGGER TOO MANY FALSE ALARMS

New research highlights consumer attitudes and experiences in security event management

In Parks Associates' new research, Quantified Consumer: Alerts and Alarms: Consumer Perceptions of Security Event Management, 48% of security system owners report that their system triggers too many false alarms. The research explores consumer attitudes, preferences, and experiences in security event management among households with professional monitoring.

"False alerts generate fines and frustrations for users," said Chris White, Senior Analyst, Parks Associates. "False alerts, caused by harmless factors like children or pets, can devalue the security system in a number of ways.

Users can get in the habit of ignoring or disabling triggers. Resulting fines from unnecessary runs by a city's emergency responders, which are on average nearly \$150, also add to the cost of owning the system."

Parks Associates finds 62% of security owners report their system triggered at least one false alarm in the past 12 months. Among them, the majority paid a fine, although there are some state- and municipality-led initiatives to fine security providers instead of home dwellers for false alarms. Many also require some form of prior verification of a real emergency before contacting emergency responders.

While the security industry has successfully lobbied seven states so far to pass laws banning local municipalities from fining security providers, the best outcome for all is to reduce and ultimately eliminate false alarms.

"The development and integration of AI and video verification solutions are important initiatives in the industry to reduce false alarms and obviate the need for such laws," White said.

"Monitoring providers like Rapid Response Monitoring and Noonlight increasingly use AI-powered video verification to verify an alert is real before the alert is sent up to monitoring personnel, which is helping to drive ever lower priced monitoring services. Noonlight provides monitoring for Wyze and Canary security products for just \$10 per month to the end user."

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## NYELSA 2022 "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 16 - 18<br>April 6 - 8<br>June 8 - 10<br>September 28 - 30  |
| Part 2      | Advanced Intrusion Systems                             | March 2 - 4<br>April 20 - 22<br>June 22 - 24<br>October 12 - 14      |
| Part 3      | Fire Alarm Installation Methods                        | March 16 - 18<br>May 4 - 6<br>July 13 - 15<br>October 26 - 28        |
| Part 4      | Troubleshooting, Service & Maintenance                 | March 30 - April 1<br>May 24 - 26<br>July 27 - 29<br>November 9 - 11 |

| Month    | Continuing Education Courses <i>(non-license related)</i> | Course Dates     |
|----------|---|------------------|
| April    | Residential Fire Alarm                                    | April 5          |
| May      | Video System Technology                                   | May 3 - 4        |
| October  | Electronic Access Control                                 | October 13 - 14  |
| November | Professional Fire Alarm Design                            | November 10 - 11 |

*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 or (814) 838-0301

Email: [Info@NYSESA.org](mailto:Info@NYSESA.org)

Website: [www.NYELSA.org](http://www.NYELSA.org)

*Registration Form on other side*



11/1/21

# NYELSA 2022 Training Course Registration Form

| Enter ## of Students Registering | Course Name  | Course Dates<br><i>(circle selected date)</i> | NYELSA Member Price | Non - Member Price | TOTAL COURSE FEES |
|----------------------------------|--|---|---------------------|--------------------|-------------------|
|                                  | <b>Level One Certified Alarm Technician</b>                            | 2/16-18/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 4/6-8/22                                      | \$395.00            | \$495.00           |                   |
|                                  |  | 6/8-10/22                                     | \$395.00            | \$495.00           |                   |
|                                  |  | 9/28-30/22                                    | \$395.00            | \$495.00           |                   |
|                                  | <b>Advanced Intrusion Systems</b>                                      | 3/2-4/22                                      | \$395.00            | \$495.00           |                   |
|                                  |  | 4/20-22/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 6/22-24/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 10/12-14/22                                   | \$395.00            | \$495.00           |                   |
|                                  | <b>Fire Alarm Installation Methods</b>                                 | 3/16-18/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 5/4-6/22                                      | \$395.00            | \$495.00           |                   |
|                                  |  | 7/13-15/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 10/26-28/22                                   | \$395.00            | \$495.00           |                   |
|                                  | <b>Troubleshooting, Service &amp; Maintenance</b>                      | 3/30-4/1/22                                   | \$395.00            | \$495.00           |                   |
|                                  |  | 5/24-26/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 7/27-29/22                                    | \$395.00            | \$495.00           |                   |
|                                  |  | 11/9-11/22                                    | \$395.00            | \$495.00           |                   |
|                                  | <b>81 Hour Security / Fire Alarm Installer License Course "Bundle"</b> | February - March                              | \$1,450.00          | \$1,750.00         |                   |
|                                  |  | April - May                                   | \$1,450.00          | \$1,750.00         |                   |
|                                  |  | June - July                                   | \$1,450.00          | \$1,750.00         |                   |
|                                  |  | September - November                          | \$1,450.00          | \$1,750.00         |                   |
|                                  | <b>Residential Fire Alarm</b>  | 4/5/22  | \$275.00            | \$375.00           |                   |
|                                  | <b>Video System Technology</b>   | 5/3-4/22                                      | \$375.00            | \$475.00           |                   |
|                                  | <b>Electronic Access Control</b>                                       | 10/13-14/22                                   | \$375.00            | \$475.00           |                   |
|                                  | <b>Professional Fire Alarm Design</b>                                  | 11/10-11/22                                   | \$375.00            | \$475.00           |                   |

**= Total # of Students**

**Total Course Fees =**

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Student Name: \_\_\_\_\_

Email: \_\_\_\_\_

Student Email: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zipcode: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Payment Type: Check (  ) Payable to NYELSA

Master Card (  )

Visa (  )

Amex (  )

Credit Card #: \_\_\_\_\_

Expiration: \_\_\_\_\_

Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

Mail payment (with completed form) to: NYELSA - 1971 Western Avenue - PMB 1105 - Albany, NY 12203

(800) 556-9232 (NY) or (814) 838-0301 (Outside NY)      www.NYSESA.org

Credit card payments may be scanned / emailed to - Info@NYSESA.org



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**New York Electronic & Life  
Safety Association**  
1971 Western Avenue  
PMB # 1105  
Albany, NY 12203

## **Mark Your Calendar**

### **Annual Meeting**

**Apex Entertainment - Albany, NY**

**August 9, 2022**



**Details:** [www.NYELSA.org](http://www.NYELSA.org) or (800) 556-9232

## **Mark Your Calendar**

### **Spring Golf Outing**

**Ravenwood Golf Club**

**Victor, NY**

**May 19, 2022**

**Details:**

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

**(800) 556-9232**

## **Mark Your Calendar**

### **Fall Golf Outing**

**Casperkill Country Club**

**Poughkeepsie, NY**

**September 20, 2022**

**Details:**

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

**(800) 556-9232**