

FROM THE PRESIDENT

*By Tom Powers
NYELSA President*



Dear NYELSA members,

I hope everyone is enjoying the summer months. The annual conference was held on August 9th at Apex Entertainment in Albany, NY – it was good to see everyone there. We have put a lot of time and effort in to this conference to ensure that it was well worth your time and will bring an added value to your company by attending. We had many great training opportunities, time allotted to network with our peers, and many activities to fill the day. Please register today if you have not already.

A special thank you to all of our sponsors and guest speakers for making the event possible.

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We really appreciate your support!

As all of you know by now, Dale Eller will be retiring as our executive director this coming September.

Dale has served as our executive director for 20 years. What an accomplishment! Dale, I can say - you will be truly missed. It has been an honor and privilege working with you and your wife Paula. The time and effort that you both put in to this association goes above and beyond.

-You're caring and drive for success never ends. You have been a wealth of knowledge and resources for me and the entire association. Your stories of the association and all the changes it has been through are interesting to listen to and provide great insight of where we have been.

Most of the stories you speak about all come back to the comradery the association provides. Talking about how members help members in difficult times and in good times. They are inspiring and I hope that in the future, members will continue to find common ground and help each other as we all build the organization.

Thank you, Dale, and Paula! You have done a tremendous job! I look forward to keeping in touch with you both. Enjoy your retirement! I know that we will all come to appreciate you even more when we try to fill the void that you will leave. In your 20 years here, you have been a mentor to all of us. Thank you!

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Just a reminder that DOS approved 81hour training classes are available online. Class dates and times can be found by going to <https://nyelsa.wildapricot.org/Registration-Forms>

Thank you for taking time to read our newsletter. Please consider getting more involved with our association on any level that you can. Perhaps as a board member, committee position, training instructor, or simply by attending an upcoming association meeting.

On behalf of everyone at NYELSA, have a great summer!

Best regards,

Tom Powers

NYELSA President

New Study: Communities Find Success with Model Alarm Ordinance

Most Alarms Protect Life and Property but Generate No Calls for Service

A new study by a professor at the UNC-Charlotte, Criminal Justice & Criminology Department shows that most electronic security systems in the communities studied protect life and property without generating calls for police services. The study examined four communities that had adopted the Model Alarm Ordinance, developed by the industry and leaders in law enforcement to reduce unnecessary calls for service while maintaining police response to alarms.

The four communities included Charlotte-Mecklenburg, North Carolina; Atlanta and Marietta, Georgia; and Montgomery County, Maryland. These communities represented two large agencies, one smaller suburban agency and one county agency

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Legal Column

By: Ken Kirschenbaum, NYSEA Legal Counsel

WHEN SHOULD YOU TERMINATE MONITORING SERVICE FOR DELINQUENT ACCOUNT IN COLLECTION

When should you terminate monitoring service for delinquent account in collection

Ken

We turned an account over to K&K for collection and the case is proceeding. When we turned it over you suggested that we continue the central station monitoring.

I have since reviewed the central station account information activity reports and it appears AC power was dropped from panel on 6/10/22 at about 2pm; Backup batteries look to have died on 6/13/22 at about 3am;

Every day from 6/16/22 until present day Panel is "Failed to test" and looks to be in communication failure.

Can we deactivate the central station account? Or should we wait?

Thank you

Jim

Response

When the case was first referred for collection we believed it was a viable account, meaning the subscriber was still occupying the premises and in business; therefore in potential need of a security system. There were two reasons for continuing monitoring when the subscriber was first referred for collection:

- many subscribers claim that non-payment was because the alarm doesn't work and they don't use the alarm. The central station activity report often contradicts that defense and easily proves that the alarm is indeed being used and communicates with the central station

- a good percentage of accounts referred to K&K for collection are reinstated, saved as an account for our alarm client. It's always the first effort we make when pursuing a delinquent subscriber. It's also the cheapest way out for the subscriber because reinstatement is going to cost less than paying off the balance of the contract with no further service, and the subscriber gets continued alarm service when it reinstates.

The above subscriber is apparently gone or has disconnected or removed the alarm system; there is no reason for you to continue the central station expense; cancel monitoring.

It won't be long before we see the consequences of our failing economy and subscriber defaults is likely to increase.

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In business terms that means your attrition ratio is about to go up and your alarm account equity is about to drop.

A strong collection policy can help maintain your bottom line by retaining subscribers when possible and recovering money when cash flow is needed.

If you have Standard Form Agreements you can refer your delinquent accounts to K&K's collection department, comprised of profession attorneys and paralegals who concentrate their time on alarm collection matters.

Not only does this team have the most experience in the alarm industry for collection matters but they also have the best success record, up to 80 percent collection experience.

That means many cases collect 100% and some less, but the sooner you start the collection process with K&K the more likely you are going to have a higher collection rate experience.

The 0% is only when the subscriber has gone out of business or you have in some way breached the contract.

Not all creditors are treated equally and the first in [to aggressively pursue the debt] is often the first out [to collect the debt]. You snooze, you lose.

Concierge Clients get a free collection letter each month, just one of the many benefits of membership; so join today.

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For additional information regarding this article, or alarm industry, and / or other legal issues contact:

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Security Industry Alarm Coalition	972-377-9401
Stanley Security (SentryNet)	800-932-3304

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The New York Electronic &
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NYELSA MEETING & EVENT NEWS

2022 BOARD OF DIRECTORS MEETINGS

- November 3, 2022

2023 ANNUAL MEETING

- To Be Announced

2022 SEMI-ANNUAL GOLF OUTING

- Sept. 20, 2022 - Fall Outing
 - Casperkill Golf Club

INDUSTRY EVENTS

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



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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Goodbye, Farewell and Amen

By: Dale Eller, NYELSA Executive Director

Any one born prior to the mid-seventy's likely remembers the finale episode of M*A*S*H, concluding their 11th award winning season, which aired on February 28, 1983...

I mention this historical television reference, as it has relevance to where the NYELSA will be heading in the near future.

Since 2003, I have had the distinct pleasure of serving the NYELSA as your Executive Director. However, as we found with M*A*S*H, nothing lasts forever, and my role as Executive Director will conclude on September 30, 2022, when I retire.

Over the past 20 years, I have experienced some incredible moments, worked with many truly dedicated individuals, and made numerous lifelong friends.

Many of the NYELSA members are only aware of the NYELSA in regards to "The Security Signal", or a training

class, or annual conference - but never see what occurs behind the scenes - that make the NYELSA the award winning, nationally recognized state association that it is.

Out of site, is the countless hours invested by the individuals who volunteer to serve on the board of directors. These individuals regularly take time from their own business, or family, to spend time ensuring that the never-ending threats to the industry are addressed and hopefully prevented from impacting the industry and members respective business.

My future plans still include being of service to the industry, as a NYELSA (ESA NTS) training instructor, and advocate for SIAC, and helping where my skills can be of best use for the industry.

While I have always hesitated to list the names of those individuals who I recognize, or appreciate, for the dedication they have provided to NYELSA, on this occasion I will break that self imposed rule:

Continued on Page 12

managing more than 570,000 permitted alarm systems.

“A key finding of the study,” said Dr. Joe Kuhns, “is that the vast majority of alarm systems in these four locations were effective at protecting lives and property while generating zero calls for service in a given year, and only a tiny percentage are problematic systems that generated multiple calls for service.”

The annual average percentage of registered alarms that generated zero dispatches was as high as 92% in Charlotte-Mecklenburg, 82.6% in Atlanta, 87.5% in Montgomery County and 66.4% in Marietta. These statistics represented an 8 or 10-year average, depending on how long the ordinance had been in effect.

“It is also noteworthy that the percentage of zero dispatches tends to increase over time,” said Kuhns. “As jurisdictions get better at administration, and the public becomes more familiar with the ordinance, results consistently improved over time in these four settings.”

The proportion of problematic systems, which generate three or more dispatches in a year, was only .09% in Charlotte-Mecklenburg, 3.5% in Atlanta, 1.08% in Montgomery County and 8.7% in Marietta.

The Model Alarm Ordinance was created in collaboration with leaders in public safety through organizations such as the International Association of Chiefs of Police and the National Sheriffs’ Association,” said Stan Martin, executive director of the Security Industry Alarm Coalition (SIAC) which funded the study. “Public safety leaders recognize the important role electronic security plays in their communities and the importance of police response as a deterrent to crime.

“The Model Alarm Ordinance directly addresses the issue that the vast majority of false alarms are

caused by user error,” said Martin. “The study demonstrates that the strategy of focusing on the chronic abusers and fining owners who are careless in operating their electronic security systems is the most effective way of minimizing calls for service.

“The Model Alarm Ordinance is a framework that communities can modify to best fit their local needs,” said Martin. “SIAC provides consultation at no cost to law enforcement agencies considering or modifying alarm ordinances.”

“The model alarm ordinance calls for increasing fines or even curtailing response to the very small percentage of systems that place inordinate demands on public safety agencies,” said Kuhns. “In addition, it mandates multiple contacts with the alarm site prior to contacting public safety agencies.”

“False alarms did not consume a lot of law enforcement resources in the four agencies we studied,” said Kuhns. “If we can replicate what they are doing across the nation’s 18,000+ law enforcement agencies, we are going to wind up saving a whole lot of money and time which can be devoted to other public safety priorities.”

Joe Kuhns, Ph.D.

Professor, UNC-Charlotte, Criminal Justice & Criminology

Dr. Joe Kuhns teaches courses in policing, community policing, drugs and crime, and research methods at the undergraduate and graduate levels. Prior to arriving at UNCC in 2003, Dr. Kuhns served as a Senior Policy Analyst at the U.S. Department of Justice (Office of Community Oriented Policing Services).

For more information on SIAC go to:

www.SIACinc.org , www.siacinc.wordpress.com, or follow them on www.twitter.com/siacinc.



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How Joining The NYELSA Can Help Your Business...

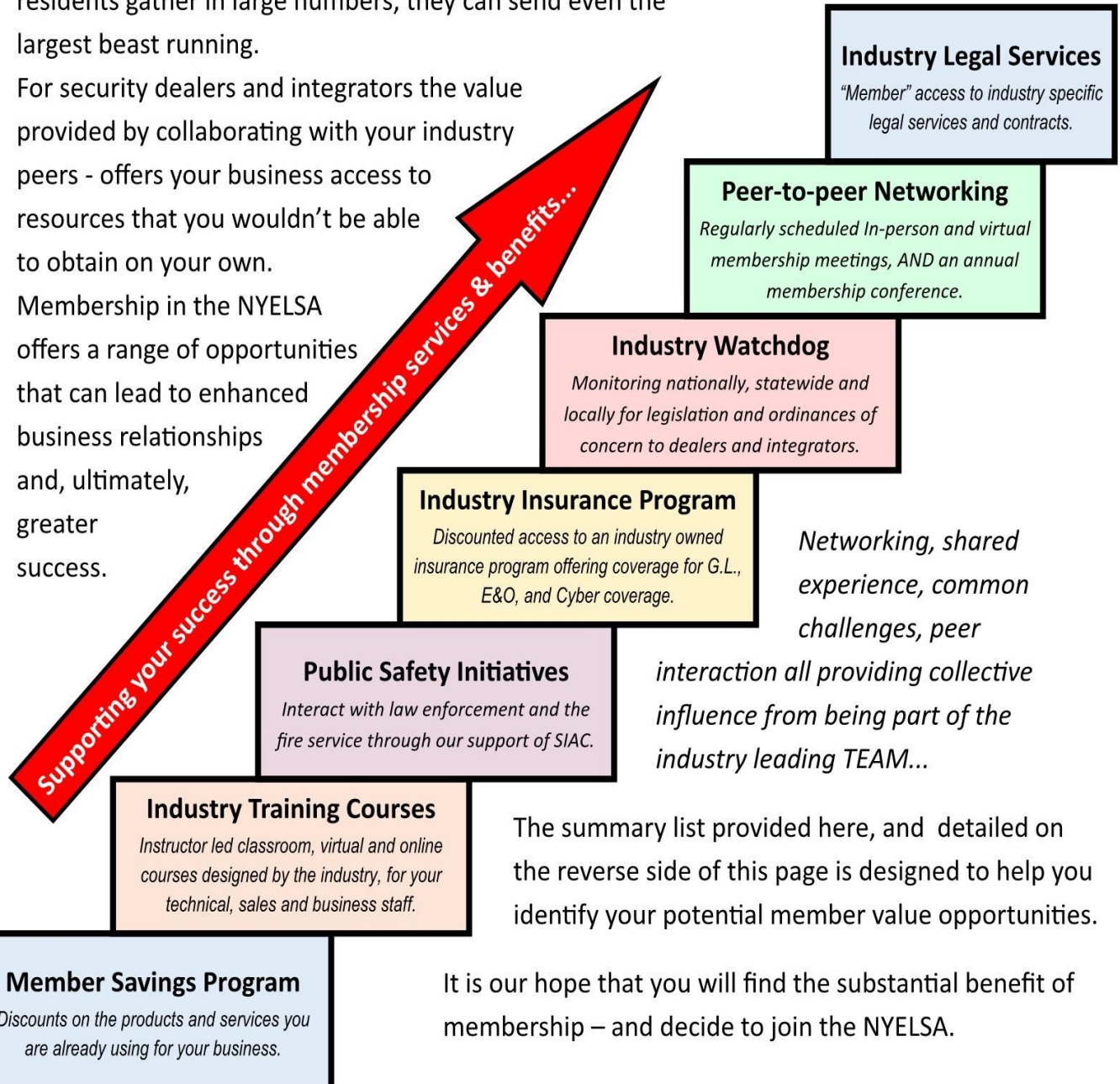
The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

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:

- 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



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



Parks Associates Releases False Alarm Whitepaper

*Reduction of false alarms is a major goal for
device manufacturers in security*

New whitepaper developed in partnership with Essence addresses security system innovations enabled by smart home connectivity

A new Parks Associates whitepaper reports that home security consumers are looking for solutions to reduce false alarms as well as improve responses to triggering events like home burglaries, while new solutions are emerging for device manufacturers to address these needs. The firm's consumer research shows 62% of security system owners report that their system triggered at least one false alarm over the past 12 months. The newly released whitepaper, **Zero Response Time – Security System Intervention**, developed in partnership with Essence, addresses how improved monitoring solutions and active intervention techniques can improve accuracy in alerts and move security systems beyond detection to enhance the immediacy and effectiveness of their response.

"Security system adoption has steadily increased in recent years, reaching 36% of US internet households," said Chris White, Senior Analyst, Parks Associates. "However, false alarms are a persistent problem, which can slow response and exacerbate existing gaps and traditional limitations in home security coverage. Solutions that improve detection and allow immediate intervention can help deter intruders, reduce property loss, and increase the value of the system overall."

Advancements in security system technology have increased, and adoption has grown, particularly with affluent young adults and families. New sensors can detect external movement and internal home occupancy. New security solutions, enabled by smart

home connectivity and remote control, can enable quicker automated notifications, more immediate and direct intervention, and a more effective system.

"New solutions include smart security cameras with two-way talk, neighborhood safety apps that provide communal surveillance, and personal security apps that give users on-demand access to certified bodyguards and safety professionals. Companies will continue to incorporate new tech to overcome the limitations of the previous generation of security systems," White said.

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August 9, 2022



CHAPTER OFFICER AWARD

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David Akins
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In recognition of your dedicated service as Mid Hudson Alarm Association Chapter President and continued support of the New York Electronic & Life Safety Association

August 9, 2022



PRESIDENTS AWARD

Presented to

Jason Aurelio
Sentry Alarms LLC

In recognition of your dedicated service as State Secretary, State Treasurer, Membership Committee Chairperson and continued support of the New York Electronic & Life Safety Association

August 9, 2022



RETIREMENT AWARD

Presented to

Dale R. Eller

In recognition of your 20 years of service as the NYELSA Executive Director



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- First and foremost, I wish to thank each of the NYELSA Presidents for which I have worked closely in my role to aid in guiding the NYELSA. These individuals have my utmost respect, and I thank them for their professionalism and ultimate friendship.
- Secondly, I would also like to acknowledge the numerous individuals who have dedicated their personal time, efforts and resources to serve as members of the NYELSA Board of Directors. Thanks for your support.
- Next, I would like to recognize all of those individuals who have taken a NYELSA training course. I believe that these individuals are the beacons for striving to build an industry that is professional in nature, and worthy of the trust placed in us by the consumers we strive to protect. I would also like to recognize my fellow instructors for their dedication to the association and students by leading by example.
- Additionally, I would like to thank the hundreds of individuals and companies who have chosen to be members of the NYELSA. Their support has been key to providing the resources necessary to leverage their memberships to accomplish various legislative and regulatory influence and goals.

As I begin wrapping up my final several weeks, I am looking forward to catching up with the various individuals I mentioned above, as well as anyone who may have questions concerning this impending transition.

Lastly, if I can be of service now, or in the future, please don't hesitate to give me a call, or send me an email.

Thanks for the memories...

Dale R. Eller

The NYELSA Board of Directors will be announcing shortly who the new Executive Director will be.



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Five Types Of Talent Behind The Great Resignation

McKinsey & Co. has identified five types of talent that has spurred The Great Resignation—in hopes of finding keys to defeat - or harness - it.

In a new study by McKinsey & Company, more than 13,000 workers worldwide were surveyed and the data analyzed to determine what motivated people in different industries to quit over the past two years in order to figure out what might make them stay.

One thing that cuts across all types of workers is a persistent sense of optimism. Three-quarters of respondents felt it would not be difficult to get a job that's comparable to, or better than, their current role. "People are confident enough that they don't even need the other job in hand when they do move," says Aaron De Smet, a senior partner and co-author of the report. "They're like, 'I'll just quit and go find another job,' and they're not worried about it."

With record-low U.S. unemployment and 11.3 million open jobs, it's easy to understand the optimism. High demand has enabled more than half of those who quit to not only move into new jobs but also move into new industries. Only 6% made what could be considered a lateral move within their industry. The public and social sector had the greatest attrition rate in the survey, with 57% leaving the sector, while healthcare and pharma had the least.

What matters is that many of them aren't returning to their former industries or even the job world anytime soon. Of those who quit without a new job in hand, only 47% have returned to the workforce, with 29% returning to traditional full-time employment. "Some companies are waiting for those people to come back," De Smet says. "And they might be waiting a long time."

The Five Personas of Quitters

That means employers have to recognize who is open to new jobs—and figure out what it will take to hire and retain them. In the study, McKinsey identified five personas:

Traditionalists: These are career-oriented workers who are willing to make some trade-offs for the right price. They're less likely to quit without a job to go to and more likely to stay if they get enough money.

Do-it-yourselfers: They emerged as the largest cohort in the study, a group that tends to value flexibility, meaningful work and compensation. Typically 25 to 45, they can be self-employed or doing gig work or part-time jobs. They want flexibility and a friendly work environment.

The caregivers and others: These are the people at home but are wanting more. Typically 18 to 44, with more women than men, they decided to sit it out at home and are looking for roles with flexibility that allow them to still continue their caregiving and responsibilities outside their jobs.

The idealists: Typically, a younger cohort of students and younger part-timers, 18 to 24, this persona wants flexibility, strong organization culture and clear career advancement trajectories. They ranked belonging to an inclusive and welcoming community more highly than the other personas.

The relaxers: These are a mix of retirees, those not looking for work and others who might return to traditional work if the job is right. They want meaningful work and balance. Many retired workers are increasingly returning to work following a surge in retirement during the onset of the pandemic.

To appeal to these cohorts and address the attrition-attraction issue, companies need to double down on their value propositions—both traditional, which includes pay, title, benefits and career paths, and non-traditional, which involves flexibility, company culture and personalization, McKinsey outlines.

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 April 6 - 8 June 8 - 10 September 28 - 30
Part 2	Advanced Intrusion Systems	March 2 - 4 April 20 - 22 June 22 - 24 October 12 - 14
Part 3	Fire Alarm Installation Methods	March 16 - 18 May 4 - 6 July 13 - 15 October 26 - 28
Part 4	Troubleshooting, Service & Maintenance	March 30 - April 1 May 24 - 26 July 27 - 29 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.*



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Registration Form on other side



11/1/21

NYELSA 2022 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	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	
	Advanced Intrusion Systems	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	
	Fire Alarm Installation Methods	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	
	Troubleshooting, Service & Maintenance	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	
	81 Hour Security / Fire Alarm Installer License Course "Bundle"	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	
	Residential Fire Alarm	4/5/22	\$275.00	\$375.00	
	Video System Technology	5/3-4/22	\$375.00	\$475.00	
	Electronic Access Control	10/13-14/22	\$375.00	\$475.00	
	Professional Fire Alarm Design	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 (<input type="checkbox"/>) Payable to NYELSA Master Card (<input type="checkbox"/>) Visa (<input type="checkbox"/>) Amex (<input type="checkbox"/>)			
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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NYELSA Fall Golf Outing Sponsor & Attendee Registration Form

Indicate Sponsorship Opportunities Selected BELOW:

NYELSA Member:	
<input type="checkbox"/> YES	<input type="checkbox"/> NO

<u>Member Pricing</u>	<u>Non-Member Pricing</u>
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"Fall" GOLF OUTING SPONSORSHIPS

Graphic submission deadline 9/1/22

<input type="checkbox"/> TOWEL SPONSOR - <i>Limit of (1) sponsor - contact NYELSA for availability</i>	\$500	\$700
<input type="checkbox"/> BALL SLEEVE SPONSOR - <i>Limit of (4) sponsor - contact NYELSA for availability</i>	\$300	\$500
<input type="checkbox"/> TEE BOX / HOLE SPONSOR	\$150	\$250

TOTAL "Fall" GOLF SPONSORSHIPS SELECTED = \$ _____

"Fall" GOLF OUTING PARTICIPATION

			<u>Associate Member Pricing</u>	<u>Non-Member Pricing</u>	<u>Enter Total Participation Fees Below</u>
<input type="checkbox"/> INDIVIDUAL GOLFER # of golfers = _____ @ _____			\$200	\$225	
<i>includes greens fees, cart, lunch and dinner for ONE golfer</i>					
<input type="checkbox"/> SPONSORED FOURSOME # of foursomes = _____ @ _____			\$750	\$850	
<i>includes ABOVE for FOUR golfers, plus HOLE SPONSORSHIP</i>					
<input type="checkbox"/> LUNCH ONLY # of lunches = _____ @ _____			\$50	\$75	
<input type="checkbox"/> DINNER (& Reception) ONLY # of dinners = _____ @ _____			\$75	\$100	

TOTAL "Fall" GOLF OUTING PARTICIPATION SELECTED = = = = \$ _____

MEMBER RATE EXTENDED TO COMPANIES (and their employees or guests) WHO ARE ASSOCIATE MEMBERS OF THE NYELSA "ONLY"

"Fall" GOLF OUTING ATTENDEES

Please list below the names / companies of your golfer attendees:

	<u>Name</u>	<u>Company</u>	<u>Phone</u>	<u>Email</u>
1	_____	_____	_____	_____
2	_____	_____	_____	_____
3	_____	_____	_____	_____
4	_____	_____	_____	_____

TOTAL GOLF OUTING FEES SELECTED = = = = \$ _____

Company: _____

• Registration Contact Name: _____

Email Address: _____

• Onsite Contact Name: _____

Email Address: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____ Fax: _____

Payment Type: Check () Master Card () Visa () Amex ()

Credit Card #: _____

Expiration: _____ Security Code: _____ Card Zip Code: _____

Signature: _____

Mail Payment (with completed form) to: NYELSA - 1971 Western Avenue - PMB # 1105 - Albany, NY 12203
Credit Card Payments scan / email to - Info@NYSESA.org

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

Mark Your Calendar

Fall Golf Outing

Casperkill Country Club

Poughkeepsie, NY

September 20, 2022

Details:

www.NYELSA.org

(800) 556-9232