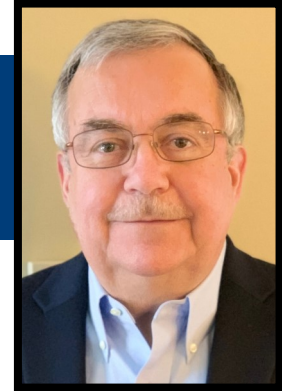


## FROM THE PRESIDENT

*By Jim Quirin  
NYELSA President*



Welcome to Fall everyone.

Where has the year gone?

I hope it has been good for all both personally and in business.

The association's annual meeting was held September 23rd.

I want to thank Shana Utgard of Defendify for a very informative presentation and all of our speakers for their excellent presentations.

For all those who attended thank you for taking the time to participate. A special thanks to Tom Powers and Dale Eller for organizing the event.

One very important task accomplished at the meeting was the election of our officers for 2022.

They are:

- President - Tom Powers @ Powered Protection, Inc.
- Vice President - Trevor McEnaney @ Knight Security Systems, Inc.
- Treasurer - Jason Aurelio @ Sentry Alarm, Inc.
- Secretary - Pamela Noll @ Allied Alarm Services, Inc.

### **Congratulations!**

**Association Structure** The committee continues to work on this project. Our next step is to

add the details to the plan; amend the by-laws, create a new dues structure, determine what committees are needed etc.

The committee meets again on October 20th. If you have comments or questions, please email Jason Aurelio our committee chair at:  
[jaurelio@safesecuresentry.com](mailto:jaurelio@safesecuresentry.com).

**Legislation** It has been a very tumultuous year in Albany resulting in a new governor. Now that things are settled down, we are confident that we will be able to submit the legislation discussed in the last Security Signal.

**Training** Our training programs are going forward. I encourage everyone to take advantage.

As mentioned in my previous column, the Association has had to return to in person sessions.

We believe the virtual training was a success for both the participants and trainers. We are working hard to change the regulations in order to offer the virtual option.

**Membership** We finished the year with a modest increase in our membership numbers. A big thanks to all the members.

The following companies/individuals have joined the Association since the last Security Signal.

# New York Security Signal

Published Bi-Monthly by

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

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## NYELSA Board of Directors

### Officers

PRESIDENT	Jim Quirin	585-244-3400
VICE PRESIDENT	Tom Powers	716-822-7000
TREASURER	Trevor McEnaney	914-232-0003
SECRETARY	Jason Aurelio	607-723-2934
PAST PRESIDENT	Jason Etter	845-358-3980

### Directors

CNYAA	vacant	
HMAA	Steve Peterson	518-469-8772
LIAA	vacant	
MHAA	David Akins	845-471-3441
NYESA	vacant	
RASIA	Dan Taylor	845-227-0487
UNYESA	Gary Puckhaber	585-232-1410
WNYESA	Pamela Noll	716-665-6700

### Committee Chairs

Bylaws	Jim Quirin	585-244-3400
Conference	Tom Powers	716-822-7000
Dept of State Liaison	John Sperrazza	716-693-4597
Education	Joseph Hayes	800-556-9232
Government Relations	Tim Creenan	716-632-4600
Licensing & Compliance	Tom Powers	716-822-7000
Membership	Jason Aurelio	607-723-2934
Nominations & Presidents Council	Jason Etter	845-358-3980
Scholarship	Trevor McEnaney	914-232-0003
Webmaster	Jason Etter	845-358-3980

### Staff

Executive Director	Dale Eller	800-556-9232
Counsel	Ken Kirschenbaum	516-747-6700
Accountant	Alexander Cruden	518-462-4556
Lobbyist	Jim McCulley	518-676-0175

Continued from Page 1

- Acture Solutions      Chautauqua IT
- Rcore Technologies      SCI Telecom
- Space Age Alarms      Starlight Security

**Board Meeting** The next board meeting is scheduled for Thursday, November 4th. It is planned to be an in person meeting, our first in two years.

We encourage all of our directors and officers to participate. It is an important meeting. Besides our normal agenda, we will have discussions on the Association's future structure and the 2022 budget.

Stay safe, follow the remaining guidelines, and get out and enjoy the fall foliage.

As always, send questions and suggestions to me at [jim.quirin@godoyle.com](mailto:jim.quirin@godoyle.com).

# New Year...

See inside for the  
2021 Training Schedule.

# New Training???

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# Legal Column

By: Ken Kirschenbaum, NYSESA Legal Counsel

## DON'T ADD RISK BY DOING WORK YOU'RE NOT TRAINED FOR

### Restaurant Fire Caused by 15-Year-Old Freezer Ends in Policy Limit Settlement.

A subrogation firm recently recovered \$300,000 for its client (insurance carrier) following a fire originating at a 15-year-old commercial freezer in a Restaurant. Because the subrogation firm was brought in the next day after the fire occurred, they were able to promptly assemble a team of expert investigators and secure critical evidence, including the freezer where the fire started, purchase and repair records for the freezer, and surveillance video from the restaurant's security system.

A subsequent laboratory examination by multiple electrical engineers confirmed that the fire originated at the defrost timer for the restaurant's 15-year-old freezer. The freezer's service records established that the defrost timer had been replaced multiple times prior to the fire by a third-party service provider. That service provider was not approved by the freezer's manufacturer as an authorized service provider, and most of the service provider's other work had been on residential heating and air conditioning systems, not restaurant equipment.

Based on this thorough investigation, a \$300,000 settlement demand was made for the service provider's liability insurance policy limit, which was accepted shortly after we filed a lawsuit against the provider. The settlement was finalized before a single deposition was taken and before any expert reports were produced, which minimized expenses and maximized our client's recovery.

### So how does this apply to alarm companies, lets unpack the relevant topics.

First and foremost, the service provider was not approved by the manufacturer as an authorized service provider. Second, the service company was not known for working on commercial refrigeration

equipment, but mainly residential HVAC systems.

What was said and not said. Not said was what was the total amount of damages caused by the freezer starting the fire? What was said between the lines, the service provider paid the policy limits, \$300,000 without mounting any defense.

What can we surmise from these two items, the insurance carrier offered the policy limits to limit its exposure because the total damages were most likely much greater than the policy limits. Also, the service provider was under insured and may have been left at the courthouse steps by its own carrier to deal with any additional claims or indemnity owed.

Continued on Page 7



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# NYELSA MEETING & EVENT NEWS

*News from NYELSA and the Regional Chapters*

## NYELSA Regional Chapters

- CENTRAL NY ALARM ASSOCIATION

President: vacant

- HUDSON MOHAWK ELECTRONIC SECURITY ASSOCIATION

President: Steve Peterson @ 518-469-8772

- LONG ISLAND ALARM ASSOCIATION

President: vacant

- MID HUDSON ALARM ASSOCIATION

President: David Akins @ 845-471-3441

- NY ELECTRONIC SECURITY ASSOCIATION

President: vacant

- REGIONAL ALARM & SECURITY INTEGRATORS ASSOCIATION

President: Dan Taylor @ 845-227-0487

- UPSTATE NY ELECTRONIC SECURITY ASSOCIATION

President: Gary Puckhaber @ 585-232-1410

- WESTERN NY ELECTRONIC SECURITY ASSOCIATION

President: Pamela Noll @ 716-665-6700

## NYELSA MEETINGS & EVENTS

### 2021 State Board of Directors Meetings

- November 4, 2021 (Board Meeting)

### ESA MEETINGS & EVENTS

- ESX 2022 - Fort Worth, TX
  - o June 14-17, 2022
  - o [www.ESXweb.com](http://www.ESXweb.com)

### INDUSTRY EVENTS

- ISC West, Las Vegas - 2022
  - o March 22-25, 2022
  - o [www.ISCWest.com](http://www.ISCWest.com)
- ISC East - NYC - 2021
  - o November 17-18, 2021
  - o [www.ISCEast.com](http://www.ISCEast.com)

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New York Electronic & Life Safety Association

# Member Savings Program

## Hewlett Packard

Hewlett Packard's Kieran Nolan will be setting up your HP Business account this month and also calling members this month to introduce you to all the great features of Hewlett Packard technology . Planning Technology is important and HP is here to support as well as offer you special MSP group pricing. Check out all HP has to offer - other members are saving - shouldn't you ?



Home needs as well ? You , your staff and family can also save through your member benefits and our purchasing power. Save hundreds on future laptops, printers and gaming devices - just register today and save today or in the future.

## Ace Hardware

Make saving more on all of your hardware needs easy at your local Ace Hardware. As a member, you get exclusive discounts on paint, cleaning supplies, hand and power tools, plumbing, electrical, and more with easy in-store pickup and delivery



Register and save

Staff and family can also save through our Ace Program - just ask for several ACE purchasing cards when you register.

## Keep Business Moving with Generator Batteries & Surge Protectors



Keep going when the power's out. Generators provide backup power for emergencies, job sites & more. Power outages disrupt transactions and cut you off from valuable data, while storms can damage valuable servers, networks and computers. Fortunately, you can avoid all of these issues with a surge protection to help safeguard your equipment.

Your family can also save through our BPB Program - just ask for several purchasing cards when you register.

## MSC Industrial Supply



Count on MSC's inventory management services and solutions for consumable items such as fasteners, hydraulic fittings, fuses and more. Well help make sure you have what you need to make sure your operations are up, running and more cost efficient.

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- 2M parts in stock
- 2-day standard delivery to most areas

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## Managing Risk and Protecting YOUR Business

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Continued from Page 4

### How does this apply to the alarm industry?

Well if you can't see the intelligence in staying in your own lane or knowledge and experience you will most likely end up here someday as well, left at the courthouse steps, under insured and with no assistance.

So be smart, focus on what you do well or go out and get more training and certifications before you tackle bigger or different projects and yes, buy as much insurance coverage as you can afford. You never know when you will need it, that day might be tomorrow or the last day you operate your company.

*Bart A. Didden, Executive Claims Manager  
Security America Reassurance Group, Inc. - SARG  
877-872-1266  
bdidden@securityamericarrg.com*

### Response

Risk assessment and risk management are certainly things any business person needs to think about.

Being licensed and trained in the work you do is an obvious requirement and there is absolutely no justification or acceptable excuse for not have the proper credentials to perform your services, especially when you are in the life - safety business.

Another good idea is to surround yourself with the best professionals to assist you.

Be careful; be smart; be successful.

OCTOBER 2021

Western New York Electronic Security Association



# Meeting News

## General Membership Meeting & Holiday Luncheon

Wednesday, December 8, 2021

12:00 PM Meeting Begins

12:30 PM Buffet Lunch

Chef's Restaurant

291 Seneca Street, Buffalo, NY 14204

Cost: WNYESA Members - \$25/Person and a New Unwrapped Toy

**"Come join us & enjoy a delicious buffet lunch, learn what the WNYESA Is planning for 2022 & take part in an important discussion on the proposed consolidation of the New York State Chapters!"**

*RSVP to Cindi, by November 19<sup>th</sup>, at 716-632-2023 or cindiw@wnyesa.net with a credit card payment.*

*Checks payments can be mailed to: WNYESA, PO Box 1711, Buffalo, NY 14231-1711*

### ***BOARD ELECTIONS***

Please consider becoming active in your Association by volunteering to serve on the 2022 WNYESA Chapter Board. If you are interested or would like to nominate someone please contact Michele at (716) 632-2023. *Please submit nominations by December 1st.*

(Positions available are: Chapter President, Vice President, Secretary, Treasurer.)

### ***A MESSEGE FROM THE CHAPTER PRESIDENT***



The holiday season is quickly approaching so *Mark Your Calendars & plan to attend!* Please remember to bring *a new/unwrapped toy or a \$15.00 donation to benefit the Boys & Girls Club of WNY.* All donations will be delivered immediately following the luncheon, if you would like to join us!

*"On behalf of the 2021 WNYESA Board here's wishing you and yours a very Happy & Safe Holiday Season" ~ Pamela Noll*

The Western New York Electronic Security Association is a chapter of the New York State Electronic and Life Safety Association and the Electronic Security Association.



## INDUSTRY BUZZ

*News From Around The Electronic  
Life Safety & Security Industry*

### NEW TAX BILL PASSES IN THE HOUSE WAYS AND MEANS COMMITTEE

On September 15, 2021, the House Ways and Means Committee passed a tax bill designed to raise revenue for President Biden's "Build Back Better" plan.

It contains significant changes to the estate and gift tax laws, and the income tax laws related to them.

The Bill now heads to the full House where passage is not guaranteed, and must clear the Senate where the Democratic majority is fragile.

Keep in mind though that the bill did make it out of Committee, and, if it becomes law, also has some provisions which would take effect the day it is signed into law, which some speculate may be as early as October, though that is highly unlikely.

#### **Some highlights of the Bill that would affect closely held Alarm Companies are:**

1. **Reduction in Estate and Gift Tax Exemption.** The estate tax/gift tax/Generation-Skipping Tax exemption, which currently is \$11,700,000 per person (or \$23,400,000 for a married couple) will be cut roughly in half, effective as of January 1, 2022. This is four years earlier than it is scheduled to do so under the "Tax Cuts and Jobs Act" of 2017. The 2022 exemption will be approximately \$6,000,000 per person or a total of about \$12 million per couple (and is adjusted for inflation in the future). Therefore, gifts to take advantage of the exemption amount above \$6,000,000 and below \$11,700,000 per person must be made on or before December 31, 2021.

2. **Tax rate increases** the bill increases the top ordinary income tax rate for individuals and trusts to 39.6% and the capital gains rate is increased from 20% to 25%.
3. There also is a new surcharge of 3% on modified adjusted gross income for taxpayers making over \$5 million (for trusts, this limit is only \$100,000). It is not certain how this would affect sellers of an alarm company in a transaction with a gain that places their adjusted gross income over this threshold.
4. There is some language banning certain trusts that is too complex to cover here. My concern is that the language in the Bill inadvertently bans other types of trusts used for tax planning purposes. This could prevent owners of family businesses from forming trust to transfers of interests to descendants. The greatest concern is that the changes would apply to trusts created on or after the date of the Bill's enactment and limit the use of pre existing trusts. If you are planning on transferring your business to your kids, you may need to do it quickly.
5. There also is a requirement that certain "high income" taxpayers withdraw half or all of the balance of IRAs or Roth IRAs to the extent the balances exceed \$10,000,000, or in some cases, \$20,000,000. While this may not affect any readers of this article, it does show that the focus of the tax Bill is to shift more tax burden to wealthy taxpayers. As time passes, this threshold may be lower.

This Bill could become law before the end of the year, so, if you believe that you may be affected, call your tax pro now.

*Mitch Reitman is Managing Principal of Reitman Consulting Group. He is a member of the Electronic Security Hall of Fame. He can be reached at 817-698-9999.*



Western New York Electronic Security Association  
PO Box 1711 Buffalo, NY 14231-1711  
(716) 632-2023 Fax (716) 632-1156

October 22, 2021

Dear Valued Member :

The WNYESA is a chapter of the New York Electronic Life Safety Association. For those of you that are already members of the Association, you understand the benefit the Association can provide.

In spite of the unexpected changes, we have faced these past few years, the WNYESA has worked hard to maintain a sense of normalcy. We have continued to hold Board meetings via Zoom, held trainings for field personnel such as the Aerial Lift Certifications and trainings for business personnel such as our training with Employee Benefit Concepts on current HR Issues. The WNYESA Board is continually trying to find new ways to benefit our members, during normal times and strange times. In lieu of this, we need your involvement. We need to hear from our members and find out what we can do to make the organization work better for YOU. Chances are, if you need something in your organization, other members need it to.

The WNYESA Board needs "new blood". If your company is already a member, consider becoming more involved by joining the Board. No previous experience is necessary, only the passion for our great industry. The Board meets once a month to discuss any current issues in our industry. We have taken advantage of the changing world and for the most part, meetings are held virtually, via Zoom, because we understand how valuable everyone's time is. Each position will occupy some time, however not more than a few hours a month.

Every position holds the responsibility to encourage membership and motivate the members to be active in discussions that will benefit everyone in the Association. A brief description of each individual position available is as follows:

- President – Preside over all meetings of the Association and its Board of Directors.
- Vice President – Promote all of the objectives of the Association statewide.
- Secretary – Calling the roll of voting members at the local annual meeting.
- Treasurer – Providing accurate income and expense reports for the local chapter.
- Sergeant of Arms – Enforce and establish rules of meetings.

Nominations will be accepted until December 1, 2021. Please email your nominations to Cindi Wing at [cindiw@wnyesa.net](mailto:cindiw@wnyesa.net). If you are interested in learning how you can become more involved, please contact me or any Board member and we would be happy to answer any additional questions you may have.

We are looking forward to a year with more involvement and fresh ideas!

Sincerely,

Michele Monheim  
WNYESA Chapter Past President

[michelem@amherstalarm.com](mailto:michelem@amherstalarm.com)

## President-Elect Column

Tom Powers - Powered Protection Inc.

As the President-Elect of the New York Electronic Life Safety Association (NYELSA) I would like to thank everyone who participated in this year's online elections, we appreciate the time it took to vote for the candidates. It is my honor and privilege to serve this Association.

I would like to thank our outgoing President, James Quirin with Doyle Security for his great work. As everyone knows Jim guided our association through some very tough times. Dealing with COVID presented many new challenges for our association. From conducting meetings and trainings virtually to handling budget constraints and much more. Jim will remain as an active board member as Past President and help me transition into this position. Thank you, Jim, great job!

I look forward to working with Treavor McEnaney with Knight Protection as our Vice President, and Jason Aurelio with Safe Secure Sentry as our Treasurer. Thank you both for your continued support and dedication to the association.

I would also like to welcome a new member to our board of directors, Pamela Noll with Allied Alarm. She was very enthusiastic to join our board and will be serving as a Secretary of the Association. It is exciting to have her joining us and I am sure she will be an asset to the association.

To Dale Eller, Executive Director, I thank you for your continued service and contributions to the association. Your counsel and patient advice are very much appreciated. With you at the helm of the organization we remain strong.

While serving on the NYELSA board, I obtained a good understanding of how our Association works and what we need to do to make it worthwhile for our members to stay involved and for new professionals in our field to join.

Continued on Page 13

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Our 2021 Annual NYELSA conference was a virtual conference. We had many attendees from across the state in attendance. Shanna from Defendify provided training on Cyber Security and how we can better protect our companies and our clients' companies from cyber-attacks. During our online annual meeting we heard from Joseph Hayes on the upcoming training that is being offered through our association.

We heard from Jim McCulley our lobbyist on all the legislative efforts our association has encountered and that are working on in the future. Time Creenan from Amherst Alarm updated us on the NY Alarm PAC and the impact that donations to the PAC have for our legislative initiatives.

Last but not least, Jason Aurelio our Membership Committee Chair spoke on the efforts to redesign our membership structure. It is our hope

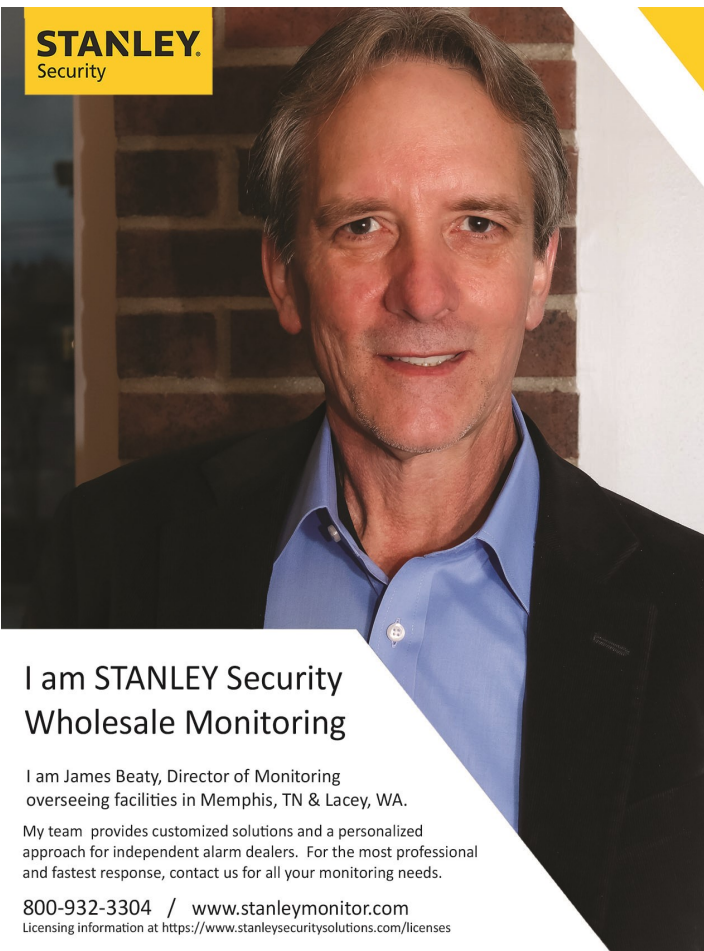
that this restructuring could help our organization grow and provide more helpful resources to all our members. More information coming soon on this. Please get involved by providing your feedback to the membership committee.

As a President I look forward to serving our members at a professional level. I have been in the fire and security business for over 20 years. I look forward to learning from each of our members and would be happy to share my experiences with everyone who has an interest. I would like to encourage every member to become proactive and get involved in the association. I am sure we have members that want to get involved in some way. Let us know if you are interested. It can be as simple as writing interesting articles for our newsletter/website.

Our website has been redesigned by Jason Etter, it looks great and is more functional. We are happy to place your articles in our Security Signal Newsletter on our website and on our Facebook, Twitter and LinkedIn pages. By the way if you don't already, please take a minute to follow and like our social media pages. Send us a message on how you would like to help or your articles to [executivedirector@nysesa.org](mailto:executivedirector@nysesa.org)

As President, I would like to help our younger colleagues and the students in our 81 hr. Training class. As never before, they need guidance and help navigating this expanding market to get the necessary knowledge and become more active in our field and association.

Our board members are very knowledgeable and have great experience in our field. But what I value most is that they are very passionate about our Association, always ready to help and that makes me feel comfortable taking on this new position as President of NYELSA and to serve all our members to the best of my abilities.



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# NYELSA 2021 Training Course Schedule

## 81 Hour Security / Fire Alarm Installer License Course

## Course Dates

Part 1	Level One Certified Alarm Technician	January 13-15
Part 2	Advanced Intrusion Systems	January 27-29
Part 3	Fire Alarm Installation Methods	February 10-12
Part 4	Troubleshooting, Service & Maintenance	February 24-26
Part 1	Level One Certified Alarm Technician	March 10-12
Part 2	Advanced Intrusion Systems	March 24-26
Part 3	Fire Alarm Installation Methods	April 7-9
Part 4	Troubleshooting, Service & Maintenance	April 21-23
Part 1	Level One Certified Alarm Technician	May 5-7
Part 2	Advanced Intrusion Systems	May 19-21
Part 3	Fire Alarm Installation Methods	June 2-4
Part 4	Troubleshooting, Service & Maintenance	June 16-18
Part 1	Level One Certified Alarm Technician	July 7-9
Part 2	Advanced Intrusion Systems	July 21-23
Part 3	Fire Alarm Installation Methods	August 4-6
Part 4	Troubleshooting, Service & Maintenance	August 18-20

Part 1	Level One Certified Alarm Technician	October 6-8
Part 2	Advanced Intrusion Systems	October 20-22
Part 3	Fire Alarm Installation Methods	November 3-5
Part 4	Troubleshooting, Service & Maintenance	November 17-19

*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.NYSESA.org](http://www.NYSESA.org)

*Registration Form on other side*



8/1/2021

# NYELSA 2021 Training Course Registration Form

Enter ## of Students Registering	Course Name / Location	Course Dates	NYELSA Member Price	Non - Member Price	TOTAL COURSE FEES
<b>Level One Certified Alarm Technician</b>					
	Elmsford, NY	October 6-8	\$395.00	\$495.00	
	Rochester, NY	October 6-8	\$395.00	\$495.00	
<b>Advanced Intrusion Systems</b>					
	Elmsford, NY	October 20-22	\$395.00	\$495.00	
	Rochester, NY	October 20-22	\$395.00	\$495.00	
<b>Fire Alarm Installation Methods</b>					
	Elmsford, NY	November 3-5	\$395.00	\$495.00	
	Rochester, NY	November 3-5	\$395.00	\$495.00	
<b>Troubleshooting, Service &amp; Maintenance</b>					
	Elmsford, NY	November 17-19	\$395.00	\$495.00	
	Rochester, NY	November 17-19	\$395.00	\$495.00	
<b>81 Hour Security / Fire Alarm Installer License Course "Bundle"</b>					
	Elmsford, NY	October / November cycle	\$1,400.00	\$1,550.00	
	Rochester, NY	October / November cycle	\$1,400.00	\$1,550.00	

**= 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 faxed to - (814) 838-5127 or emailed to - Info@NYSESA.org			



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