

THE SOUTHEASTERN SENTRY

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JUNE 2021

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Georgia Joins List of States Banning Fines for Alarm Companies



Georgia Governor Brian P. Kemp has signed a bill that bans counties or municipal corporations from fining alarm companies for false alarms generated by a customer and through no fault of the alarm system's contractor.

"We appreciate the support of Governor Kemp and lawmakers in supporting our industry and the millions of citizens and businesses we protect," said John Loud, Vice President of Electronic Security Association (ESA) and President of LOUD Security Systems. "Lawmakers recognized that our industry has worked diligently with law enforcement leaders to develop and implement a Model Alarm Ordinance that significantly reduces the demand on police resources by penalizing individuals or businesses that cause false alarms primarily through user error."

The introduction of the legislation follows a bitter three-year fight after the City of Sandy Springs passed a punitive ordinance that fined alarm companies. The city's success in defending the legislation in court caused the legislature to act. Only one other Georgia city, Brookhaven, followed Sandy Springs' lead.

A number of other states have passed bills similar to the Georgia bill in recent years including California, Florida, New Jersey, Texas, Tennessee and Iowa.

"The model ordinance, which fines alarm users, obtains an average 60% reduction in false dispatches and

On hand for the signing of the new Georgia state legislation were Dan Gordon, President, Gordon Security Systems, Inc., Doug Bassett, Executive Director, Licensing and Compliance, XFINITY Home, COMCAST, Becky Busby-Maiello, Co-Owner, VP Sales, SDI, Stan Martin, Executive Director, SIAC (Security Industry Alarm Coalition), John Loud, President, LOUD Security Systems, Vice Chairman, ESA (Electronic Security Association), Georgia Governor Brian P. Kemp, Joseph Gullett, Georgia House of Representatives District 19, Micah Gravly, Georgia House of Representatives District 67, and Randy Robertson, Georgia Senate District 29.

impacts those causing most of the problems. In fact, 85% of alarm systems generate no calls to the police in any given year," said Stan Martin, Executive Director of the Security Industry Alarm Coalition (SIAC).

Under the law companies are responsible for false alarms they cause due to faulty equipment or installation or failure to use a mandated system requiring two calls to an alarm site before notifying police.

"Common sense prevailed," said Loud. "Our industry stands ready to work with any community that wishes to reduce unnecessary dispatches with a proven model and experts ready to assist."



In Memorium CECIL HOGAN

December 6, 1947 - April 24, 2021

By Penny Brooks Executive Director, Tennessee Network of Security Integrators

It is with a heavy heart that I inform you of the passing of our dear friend and loyal member Cecil Hogan. Cecil had been suffering with dementia and declining health for the last several years. He passed peacefully at home with his family.

Cecil was one of the most loyal members that TBFAA/TNESA/TNSI ever had. He opened Security Consultants in April, 1981 and as soon as he heard

In Memorium, continued on page 24

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of police dispatches are
due to customers not
answering when the
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Visit our website for more info on upcoming events or for membership at www.gelssa.com.



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DMP released its XT30 and XT50 alarm panels that are approved FirstNet Ready. The transmission of public safety related alarms via FirstNet Ready™ alarm panels can qualify for FirstNet extended primary service for the transmission of public safety related alarms. This gives them the advantage of using Band 14 – the nationwide, high-quality spectrum set aside by the federal government specifically for FirstNet. Other key advantages of using FirstNet for alarm communication Speed: To offer such panels with FirstNet service, an alarm company must first qualify for, and obtain, a Certificate of Verification from The Monitoring Association (TMA) and enter into a FirstNet Agreement with AT&T. TMA certification ensures that the alarm



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DMP announced the release of its SR3 Bluetooth & Proximity Reader for use with existing 125 kHz cards or via a mobile credential that's easily and uniquely deployed within the DMP Virtual Keypad™ app. "With this new Bluetooth solution, you've got frictionless access control — the phone remains in your pocket for hassle-free entry," says DMP Vice President of Marketing Mark Hillenburg. "Users get the convenience they prefer, plus it creates an easy-to-deploy — one-time purchase — mobile credential without all the hassle and expense of ongoing monthly costs." The SR3 BLE & Prox Reader gives your customers an advanced access control solution, and yet the new mobile credentials are just as easy to manage virtually, without having to ship, mail or deliver physical credentials. With a mobile access credential that's loaded on Bluetooth-enabled smartphones, the card data is nearly impossible to copy or clone — plus, it's far less likely to be lost or stolen. Bluetooth operates flexibly through wireless networking at short range. For additional information please contact InsideSales@DMP.com, call 877-757-4367 or visit DMP.com.



NAPCO SECURITY TECHNOLOGIES introduced a New Marketing Tools Portal for dealers/integrators, enabling them to market security services, upgrades and new systems more easily. The Portal offers free customizable mailers/statement stuffers security

Free Dealer Marketing Portal



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Sara Peacock (left) of NW FL Leo Wives, and Peggy Page of STANLEY Security (center) are surrounded by a group of Escambia County Officers.



Escambia County Officers enjoy their meal from Sonny's arranged by STANLEY Security.

INDUSTRY NEWS

STANLEY Security Honored Local Heroes

In 1962, President John F. Kennedy signed a proclamation which designated May 15 as Peace Officers Memorial Day and the week in which that date falls as Police Week. This is a week to honor and pay tribute to those who have paid the ultimate sacrifice and those who still serve their communities.

STANLEY Security (Wholesale Monitoring) teamed up with the NW Florida Leo Wives group this year to honor local officers in Escambia County Florida. The NW Florida Leo Wives is a support group for spouses and partners of men and women who don the uniform to protect their communities.

Sarah Peacock of NW FL Leo Wives and Peggy Page of STANLEY Security coordinated with Sonny's BBQ restaurant to provide meals for the afternoon, evening and night shifts of the Escambia County Sheriff's Precincts on Monday, May 10. These officers in outlying precincts rarely get recognition as most of the goodies go to the main office. Through the coordination of the NW FL Leo Wives, STANLEY Security and Sonny's over 150 officers were able to get a hot meal either before and/or after their shift, and receive some well-deserved recognition for the work they do to protect their community during a time frame where most of the "trouble" occurs in communities around the country.

STANLEY Security (Wholesale Monitoring) wishes to thank the NW FL Leo Wives and Sonny's for their help in making this happen. More importantly we wish to thank those officers who don their uniform day in and day out to keep us all safe by running into the chaos so that we can all run out.



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September 8-10, 2021 - IT'S CONVENTION TIME IN TENNESSEE!!!!

By Penny Brooks

MARK YOUR CALENDARS NOW and REGISTER for our Annual 2021 TNSI Trade Show and Convention on September 8-10, 2021 at the Marriott Cool Springs in Franklin, TN.

I pray you are safe and well and I hope your company is THRIVING despite the crazy times we are living in! I am SO EXCITED to see everyone out and about and I CAN NOT WAIT to give you a BIG Tennessee Hug in September!!!

We will be offering 8 CEU credit hours that are approved by the TN Alarm Systems Contractors Board. We plan to offer courses that discuss the 3G Network transition as well as offer an interactive panel discussion on ASAP to PSAP and Improving Response Times. We will have THE TOP Manufacturers, Distributors and Monitoring Companies in the country exhibiting their latest technology and services and we will wine and dine on the best food in Franklin, Tennessee. We will also host our 2021 Annual Meeting and Luncheon and elect our 2022 Board of Directors.

Registration forms can be found on our website at www.theTNSI.org.

Make your hotel reservations TODAY at the Marriott Cool Springs in Franklin. A link to make hotel reservations is on our website or you can call 888.403.6772. See Donations/Fundraiser info below for your chance to win a FREE Hotel Room Night at the Marriott Cool Springs.



DONATION/FUNDRAISER: Twenty-twenty was an especially difficult year for TNSI financially due to the pandemic. Membership Dues and our Training Courses are our only source of income and we were only able to train 48 students in 2020, causing a loss of over \$20k. Every year we retain a lobbyist that watches out for our industry in the TN Legislature. We would not be where we are today without our lobbyist. Over the last 30 years, he has shut down legislation that could have greatly impacted our businesses. As you know, he helped us pass a law in 2019 that prevents cities and municipalities in Tennessee from requiring us to be a collection agency for their permit fees, renewal fees and fines. If you can help in any way by sending a donation to help offset our legislative fees, it would be greatly appreciated. As an added incentive, for EVERY \$100 donated, you will be entered into a drawing for a chance to WIN a FREE HOTEL ROOM NIGHT at the Cool Springs Marriott! There will be one drawing for Exhibitors and one drawing for Integrators. Simply fill in the DONATION/FUNDRAISER line on your registration form. THANK YOU IN ADVANCE FOR YOUR DONATION.

We follow ALL SAFETY PRECAUTIONS issued by the State of Tennessee and Marriott Cool Springs. Please bring a MASK to all TNSI events in the event it is required by the hotel.

If you have any questions, please feel free to call or email Penny Brooks, TNSI Executive Director at 615-791-9590 or ExecutiveDirector@theTNSI.org

Looking forward to seeing you in September.

TNSI Convention Schedule of Events

Wednesday, September 8

6:00 pm – 9:00pm -----Opening Reception –
Marriott Cool Springs Patio

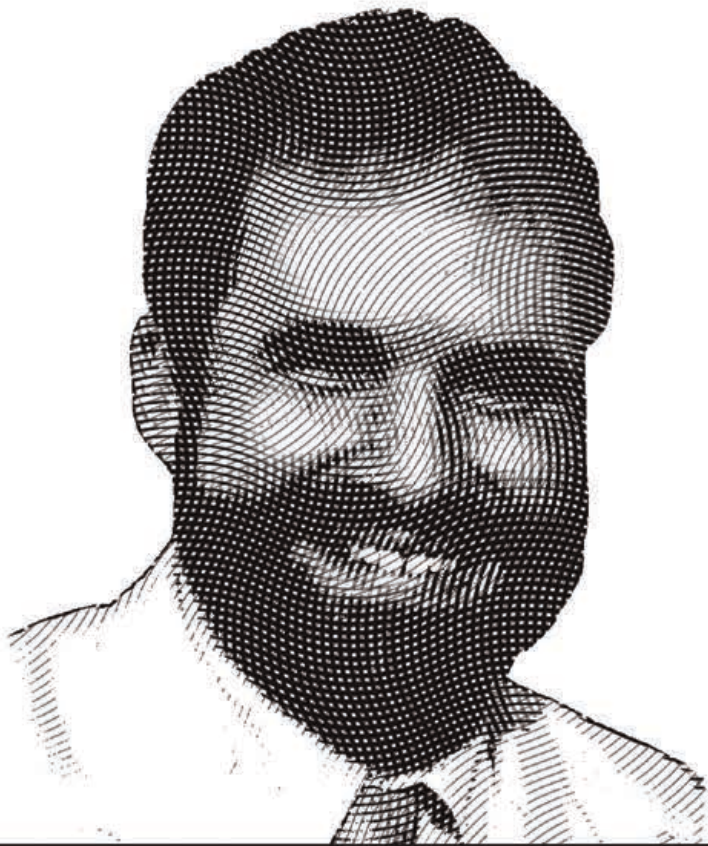
Thursday, September 9

7:30 am – 9:00 am Board of Directors Meeting
8:00 am – 10:30 am Exhibit Set up
7:30 am – 9:00 am Buffet Breakfast
9:00 am – 11:00 am CEU Course (2 hours)
11:00 am –12:00 pm Luncheon/Annual Meeting
12:00 pm – 3:30 pm Exhibits Open
3:30 pm – 5:30 pm CEU Course (2 hours)
3:30 pm – 5:30 pm Exhibit Tear Down
5:30 pm – 9:00 pm Cocktail Hour & Dinner with
Live Music or Casino Party

Friday, September 10

7:00 am – 8:30 am Buffet Breakfast
8:00 am – 10:00 am CEU Course (2 hours)
10:00 am – 12:00 pm CEU Course (2 hours)





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DEALER PERSPECTIVE...#33



The Connection... Solar — Cybersecurity — Ransomware

The last few articles have attempted to show the growing interaction between the security industry and the solar rooftop opportunity. Solar rooftop (with batteries) within a mini-grid environment would likely have eliminated much of the damage from the "Texas freeze" a few months ago. Texas has its own interconnecting grid that covers the entire state. All of the interconnecting switches, valves and other components required a winter upgrade, which did not happen. When a portion of the system froze, the entire grid went down and the state went into a deep freeze.

Late last December, there was the Solar Winds hacking disaster, likely orchestrated by a combined Eastern European and Russian partnership that savagely attacked the Solar Winds Managed Services business. Some suggest that Solar Winds created this problem when they outsourced their software development to Eastern Europe and a company in Belarus. Now, we have an American pipeline company, Colonial Pipeline, which services much of the East coast with petroleum products, submitting to a \$5-million ransomware attack. All the answers to this ransomware attack have yet to emerge, but clearly one of the solutions is to isolate the control system from outside connections so as to limit the number of entry points into the system that need to be managed. Interactivity and interconnection with external power and software can only invite this type of attack when it is spread over 5000 miles.

Public utilities in California and across the nation generally subscribe to the old saying, "Bigger is Better". In their case for electrical generation and distribution they clearly want big projects. Even when they want to use solar in an effort to reduce global warming, their reflex response is to build large solar facilities, such as the one recently proposed for Northeastern Nevada.

These large solar plants, primarily in the desert, have proven to be environmental monstrosities. They destroy the native bird and animal life, dig up the desert topsoil and destroy the natural carbon sequestration capability of the desert. Added to all of this is that they then must build the grid that will then connect the solar plant to those who have purchased this renewable energy, thus destroying even more desert environment.

An example of this mentality is clearly exhibited in the Los Angeles DWP project in Kern County, a high desert environment north of Los Angeles. This is the solar and wind farm that is a centerpiece of California's commitment to get to 100% clean energy by 2045. California's budget surplus is expected to be \$75 billion over the next two years, but our government is not spending any of it on rooftop solar with batteries. They are allocating most of it to social programs and the metro systems in Los Angeles. While they will probably extend the existing tax credits for rooftop solar, a massive increase would create a huge construction demand for new and continuing jobs. Instead of expanding Medicare to immigrants, perhaps those individuals could be trained to work jobs that will allow them to earn a middleclass living, which includes medical coverage.

NOW...THE CONNECTION TO SECURITY

Vivint is getting credit for introducing Solar to their security customers and they deserve it. It is additional monitoring revenue, and additional installation revenue. It creates a much stronger link with their customer base and allows them to combine security and solar into a longer contract form. The security component does not seem to actually be in the Solar business, but they have partnerships with solar companies, like Sunrun, in a multitude of areas around the country. It seems to be basically a referral business, where the solar partner uses the Vivint name and shares revenue. After some research, it was unclear as to whether these partnerships are exclusive.

The Solar business is, today, a political animal and is destined to be more so. Maintaining or increasing the solar tax credit or protecting the sale price of excess solar power to the utilities will all take political will and come at a cost. There are three basic elements to a solar company: sales and local permit creation; a fully licensed electrician; and a roofing contractor who wants to expand his business. This is still the "Wild West" when it comes to building such relationships, so if you are interested, the time to begin the process is now!

Tony Smith is a Past President of the CAA and a former member of the Board of ESA. He is the Founder, President, and CEO of Security Funding Associates, a leading industry financial services firm. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2229.

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INDUSTRY NEWS

TMA 2021 Annual Meeting October 9-13, 2021

Everyone is ready for some time away, so whether you are a regular attendee of The Monitoring Association's Annual meeting or will be a first-time attendee, now is the time make plans to join us October 9-13 for the TMA 2021 Annual Meeting at the Ritz-Carlton, Kapalua located on the scenic island of Maui, Hawaii.



TMA will have a top-notch program to keep you informed and provide you with strategies to assure your company's future success. The opportunities for in-person networking with the top C-Suite executives in the monitoring and security industry will return in full in Fall 2021.

The Ritz-Carlton, Kapalua is a five-star resort on 54 lush acres overlooking the Pacific Ocean. The beautiful island setting is complemented by the resort's modern amenities and contemporary guest rooms and suites. Your stay will be enhanced by sophisticated dining, championship golf courses, and spa treatments steeped in Hawaiian culture. The hotel's extensive indoor and outdoor meeting and function space will make it the perfect setting for TMA's 2021 Annual.

Full meeting details, including registration and accommodation information, may be found on the TMA website at <https://tma.us/events/tma-2021-annual-meeting/>.

TMA Ops-Tech Set for November 7-11, 2021

TMAOPS-TECH is a five-day program that delivers peer and subject matter expert-led educational sessions focused on the latest technology trends and operational best practices for monitoring centers. The 2021 program features a tour of CPI Security's Charlotte-based state-of-the-art monitoring center.

WHERE: Embassy Suites by Hilton, Charlotte, NC

MORE INFO: Online at <https://tma.us/events/2021-ops-tech/>
Julie Webber, Vice President of Education & Training
jwebber@tma.us 703-660-4915

Gene Jordan announced that **Advanced Security** has become a part of BRAVAS, the nationwide Systems Integration company focused on providing and supporting electronic systems in residential and commercial premises. BRAVAS was formed in late 2019 when 15 regional Systems Integration companies across the country including our previous sister company, The HomeWorks Group, determined that we could all serve our current and future customers better if we combined resources. For mor information visit www.bravas.com.

TNSI Training

Below is a schedule of training that TNSI will offer through December 2021.

TNSI accepts VISA and MASTERCARD. DEADLINE to register is two weeks prior to each course. Payment must be received before your attendance is confirmed. All courses require at least 10 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.



QUESTIONS? Please call or e-mail the TNSI OFFICE:
615-791-9590 or ExecutiveDirector@theTNSI.org

TN SECURITY & FIRE CERTIFICATION - Cost \$390


- June 4-6 TN Security Certification (24 hours) Knoxville
- June 12-13 TN FIRE Certification (16 hours) Germantown
- July 9-11 TN Security Certification (24 hours) Chattanooga
- July 17-18..... TN FIRE Certification (16 hours) Knoxville
- July 23-25..... TN Security Certification (24 hours) Nashville
- August 7-8..... TN FIRE Certification (16 hours) Nashville
- August 27-29..... TN Security Certification (24 hours) Germantown
- Sept 8-10..... TNSI ANNUAL CONVENTION Franklin
- Sept 17-19..... TN Security Certification (24 hours) Johnson City
- Sept 25-26..... TN FIRE Certification (16 hours) Germantown
- October 8-10 TN Security Certification (24 hours) Knoxville
- October 23-24 TN FIRE Certification (16 hours) Knoxville
- November 5-7 TN Security Certification (24 hours) Germantown
- Nov 12-14..... TN Security Certification (24 hours) Nashville
- Nov 20-21..... TN FIRE Certification (16 hours) Germantown
- December 4-5 TN FIRE Certification (16 hours) Nashville

Questions: Please call or Email the TNSI office at
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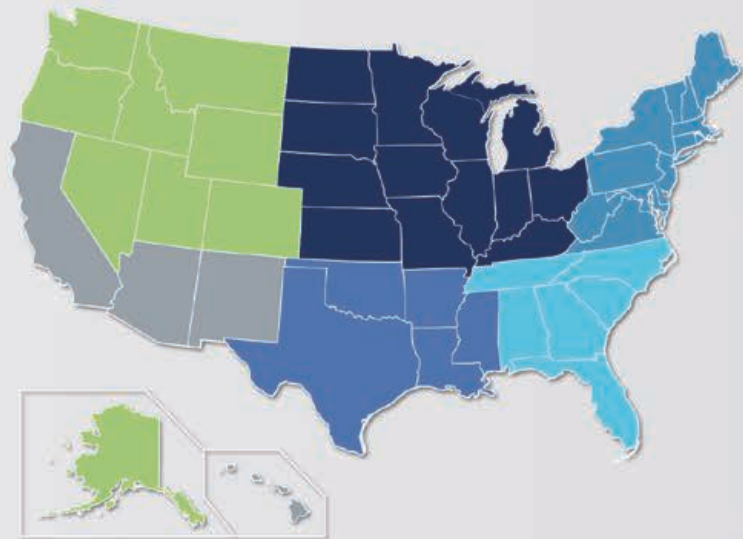
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An Industry Farewell to Cecil Hogan

By Merlin Guilbeau, ESA Executive Director

Cecil Hogan, founder and president of Security Consultants, Inc. in Memphis, Tn, and president of ESA from 2002-2004, passed away on Saturday, April 24, 2021.

Hogan served 13 years on the ESA Executive Committee and in 2004, he was awarded the industry's most prestigious award, the ESA Morris F. Weinstock Award, which recognized his lifetime of service to the electronic security and life safety industry. During his ESA presidency, Hogan, with the help of then-SIA President Allen Fritz and then-CSAA President Mel Mahler, worked to re-establish a relationship between the three associations. Because of these efforts, CSAA, ESA and SIA enjoy an affiliation that is beneficial not only to all three organizations, but the industry at large.

"We are deeply saddened by the loss of Cecil," said Merlin Guilbeau, executive director and CEO, ESA. "As a businessman, owning and operating a security company for almost 40 years, he leaves a legacy of kindness and generosity that the industry will greatly miss — but should also learn from and emulate."

An example of Hogan's heart ... he kept a dying man on his payroll for more than a year so that man's family would be taken care of and not go without.

Past ESA President and owner of Knox Integrated Systems, John Knox, remembers meeting Cecil for the first

time at an industry trade show in Atlanta in the late 1980s.

"I can say if you ever had a chance to speak with Cecil, it is highly unlikely you would forget him," he recalls. "He was one of the first people to encourage me to get involved in the Tennessee alarm association at a time when I did not understand the value."

For more than 25 years, Knox witnessed Hogan donate countless hours to our industry.

"At times, I know he spent more time working with ESA and TNEA than he did his own company," Knox says. "He donated his time unselfishly and never expected anything in return."

Past ESA President Dom D'Ascoli also remembers the long hours Hogan dedicated to the association and industry.

"The untold hours he has poured into the association and his expertise in guiding major decisions that have impacted the security industry have helped everyone in business today," D'Ascoli says.

"Our industry has lost a great husband, father, mentor and friend," Knox lamented.



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In Memorium, Cecil Hogan, continued from page 1

that an alarm association (Tennessee Burglar & Fire Alarm Association - TBFAA) had formed in Nashville, he was there! He always gave credit to those that came before him because he attended all TBFAA meetings and visited competing companies to ask questions and learn as much as possible to advance himself and his company through education and professionalism in the security industry.

Cecil was President-Elect when I started working for TBFAA in 1991 and ALWAYS made himself available to me if I had any questions about anything. He was also an avid reader and would always correct my grammar and wording in my newsletter articles, AFTER they were in print!! I never considered myself a writer but Cecil had a hand in developing my writing skills and I will gladly give him the credit. Cecil was extremely intelligent, yet a jokester that always had a story or joke to share. He never met a stranger and all that met him, loved him. He has been a loyal, lifetime supporter of TBFAA/TNESA/TNSI for 40 years. He is truly a Legend in the Security Industry and Tennessee is honored to call him ours!

Cecil Hogan was TBFAA President in 1983-1984 and again in 1992. He served as National Burglar & Fire Alarm Association (NBFAA) President in 2002-2004. He received the TBFAA Joseph F. Duncan Award in 1995, the NBFAA Morris E Weinstock Person of the Year Award in 2004, and TBFAA Life Membership Award in 2007.



Cecil Hogan will be greatly missed by all who knew him. Please keep his wife Peggy, their children and grandchildren in your thoughts and prayers.

Please contact me at ExecutiveDirector@theTNSI for Peggy's mailing address. She would love to hear from you and any stories you could share about Cecil.



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Certification Courses

The Louisiana Life Safety & Security Association will offer certification courses for Louisiana technicians and sales reps in the cities of Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

INDUSTRY EVENTS 2021

CAA Palm Springs Convention
 June 23-26, 2021
 Hilton Palm Springs

SIA/ISC Loves Security
 July 18, 2021
 THE ROCKHOUSE, Las Vegas, NV

ISC West
 July 19-21, 2021
 Sands Expo Center, Las Vegas, NV

TMA Annual Meeting
 October 9-13, 2021
 Maui, HI

TMA Ops-Tech
 November 7-11, 2021
 Charlotte, NC

ISC East
 November 17-18, 2021
 Javits Center, New York

CAA Winter Convention
 December 1 – 4, 2021
 The Fairmont San Francisco

Imperial Capital Security Investor
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 December 12-14, 2021
 New York, NY



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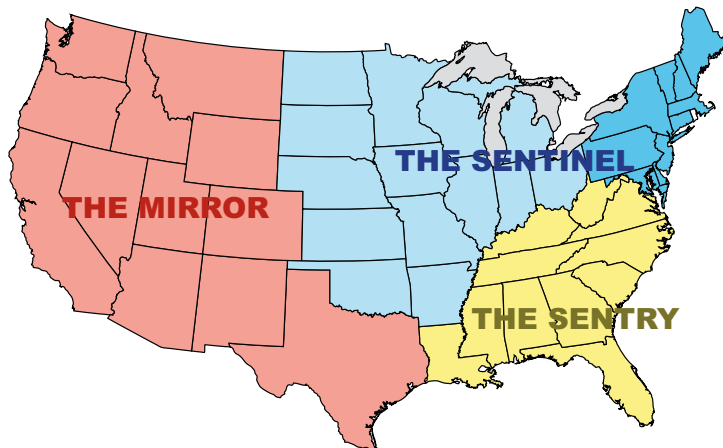
The Hilton Palm Springs rate is \$149 per night. Registration, sponsorship and program information is available at www.caaonline.org or by calling 800-437-7658.

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