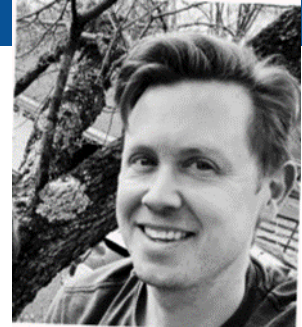


FROM THE PRESIDENT

By Trevor McEnaney, NYELSA President



Summer is in full swing. Welcome to the second half of the year. The year is flying by. As you head out to your summer vacation, be sure to check off one important item from your to-do list. Register for the NYELSA Annual Conference!

It is hard to believe that the NYELSA Annual Conference is just around the corner. I mentioned earlier this year, it is being held August 14th and 15th, and we are returning to Turning Stone Resort and Casino.

Turning Stone is a beautiful venue and offers many amenities, it is a great opportunity to step away for a few days engage in some industry networking, education, and our vendor show.

Recharge, grab a few great ideas and take them back and share them with your colleagues while enjoying everything that the Turning Stone property and area has to offer.

The conference committee has put together a great program.

Full details and updates are available on the NYELSA.ORG website. More information is available on pages 8 and 9 of this issue.

We also continue to send out email blasts on a regular basis as new information and sponsors becoming available.

If you are not receiving our emails, I encourage you to visit the NYELSA.ORG website and sign up to receive our communications. While you are there, be sure to register for the conference.

I want to remind you to reserve your rooms today. The block closes at the end of July. After that date, rooms are subject to availability and the room block rate also cannot be guaranteed. for another great NYELSA Annual Conference.

I would like to thank you all for your support and continued trust in NYELSA to provide you.

I am thankful for the support of our Associate Members who have signed up to be a part this year. Many continue to be a part year after year. THANK YOU!

I look forward to seeing you all August 14th and 15th at Turning Stone.

One other reminder - ISC East is November 19-21st and registration will open soon. Please use the link or QR code below when you register. Representatives will also be on hand at our conference. We are proud to have ISC East as a Platinum sponsor!

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SIA EDUCATION@ISC: NOVEMBER 19-21
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The New York Electronic & Life Safety Association

New York Electronic & Life Safety Association

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

1971 Western Avenue
PMB # 1105
Albany, NY 12203

800-556-9232 (NY)

Email: Info@NYSESA.ORG

Website: WWW.NYSESA.ORG

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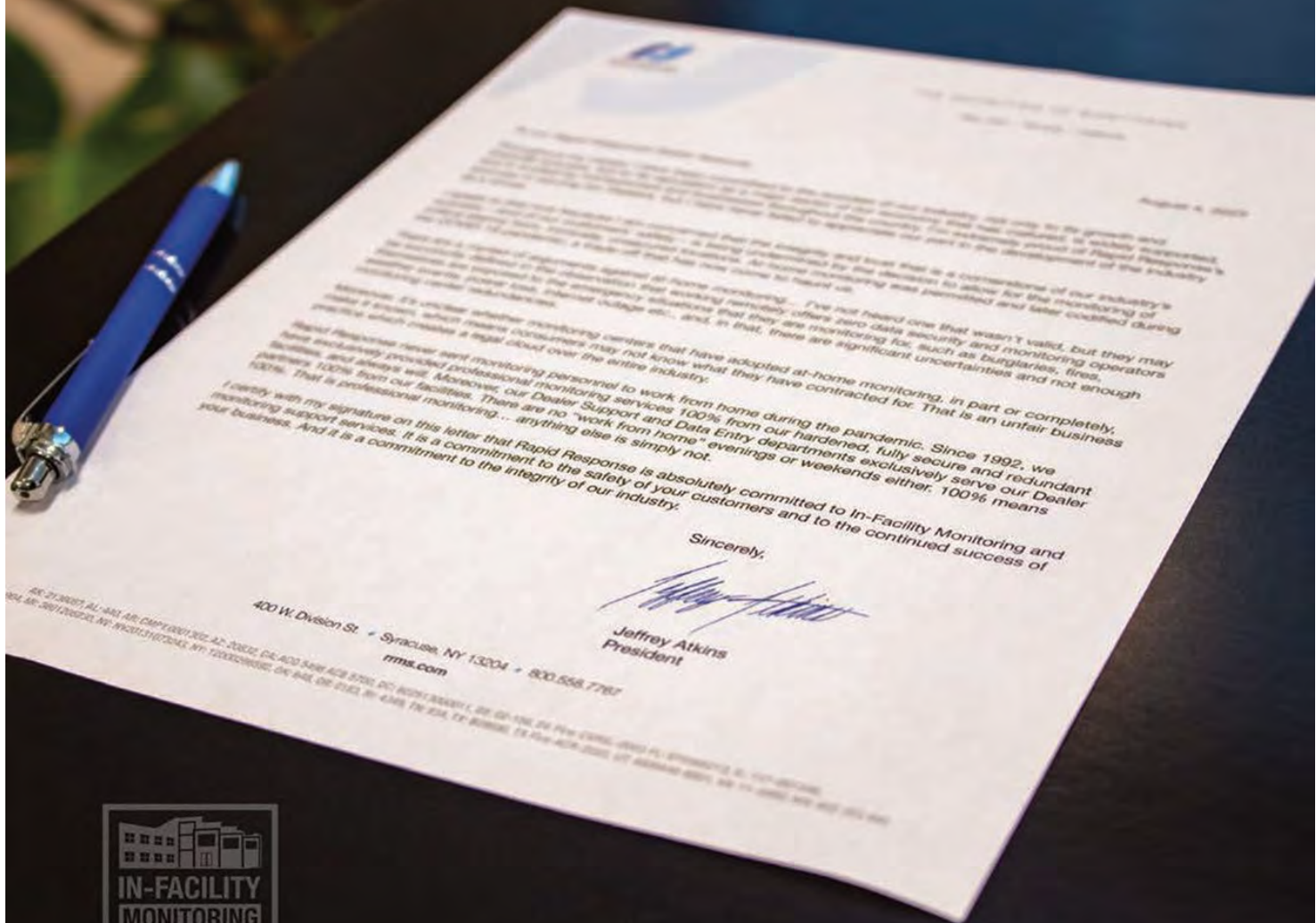
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How Joining The NYELSA Can Help Your Business...

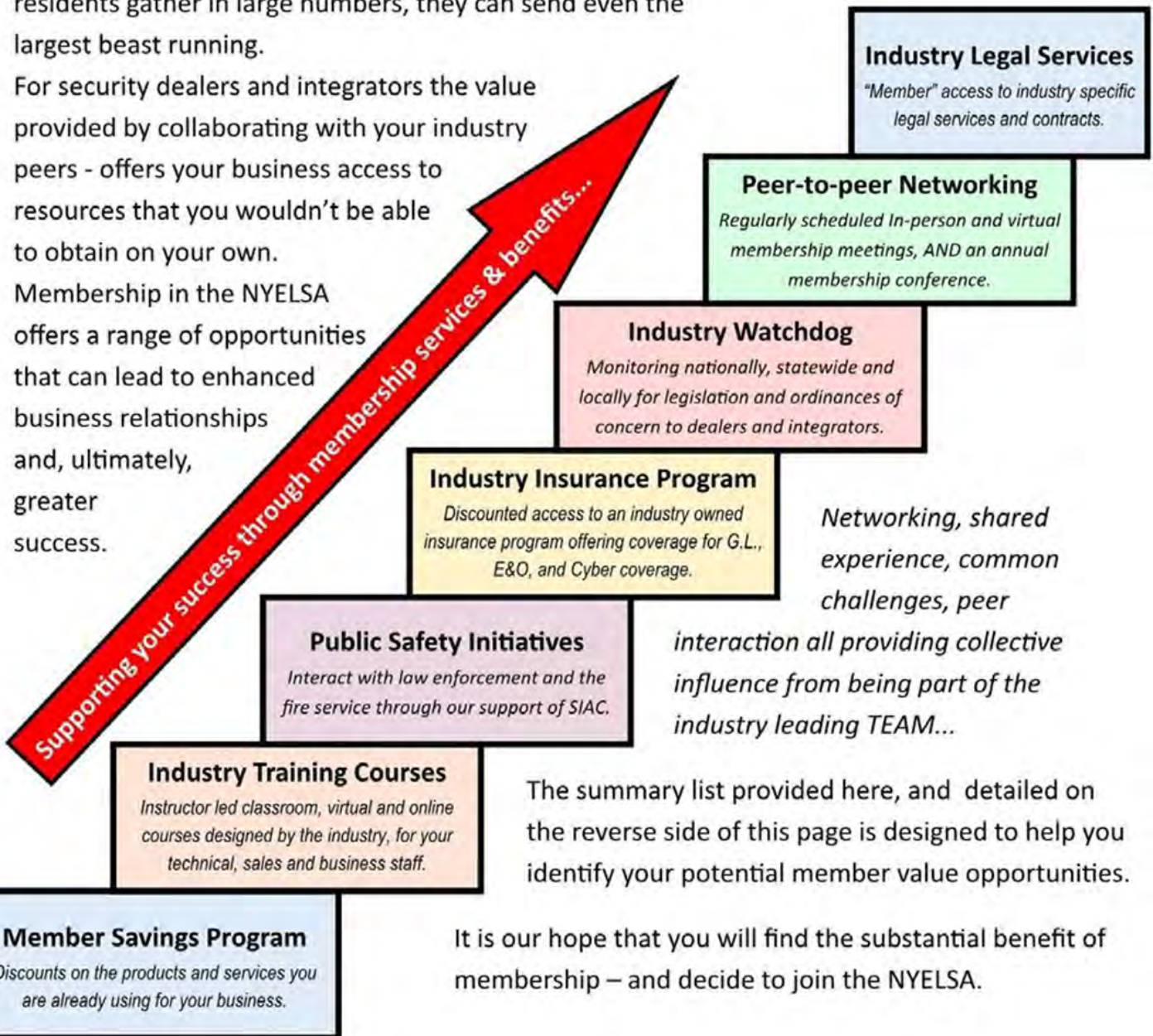
The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

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

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

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

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



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.

Benefits of NYELSA Membership

Member Savings Program

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

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

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

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



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

Industry Insurance Program

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



Peer-to-peer Networking

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

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

Industry Legal Services

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

Public Safety Initiatives

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

Supporter



Security Industry Alarm Coalition

Industry Watchdog

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

Industry Training Courses

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

COURSES | Technical

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

COURSES | Non-Technical

- Security Sales Essentials
- Understanding Electronic Security Systems

CERTIFICATIONS

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





NOV 19-21 **2024**

SIA EDUCATION@ISC: NOVEMBER 19-21
EXHIBIT HALL: NOVEMBER 20-21
JAVITS CENTER, NEW YORK

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Industry Happenings

Industry Calendar

ISC East

November 20-21, 2024

Javits Center, New York, NY

ISC East, the Northeast's leading security and public safety event, will take place November 19-21

SIA Education @ ISC: November 19-21, Exhibit Hall: November 20-21 at the Javits Center in NYC.

Learn and evaluate the latest technologies and solutions from 240+ exhibiting companies, network with peers at our special industry events, and enhance your knowledge with our expanded SIA Education @ ISC Program.



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NYELSA Training Calendar

September 25-27, 2024

Level One

October 9-11, 2024

Advanced Intrusion Systems

October 30 - November 1, 2024

Fire Alarm Installation Methods

November 13-15, 2024

Troubleshooting, Service, and Maintenance

Visit the NYELSA.ORG website for more details and to register. The calendar and registration form or also available in this newsletter on pages 12 and 13.



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I am Contract Monitoring

I am Cory Henry, Dealer Relations Specialist. I am the voice of our dealers at Securitas Technology for contract monitoring.

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New York Electronic & Life Safety Association

2024 ANNUAL CONFERENCE & GOLF OUTING


The 2024 Annual Conference is filled with opportunities for attendees and sponsors to network and learn.

Three seminar tracks - focusing on SALES, BUSINESS and TECHNICAL skills provide attendees with insights on the ever-changing industry landscape.

Visit NYELSA to register



 August 14-15, 2024

 TURNING STONE RESORT & CASINO
5218 PATRICK ROAD
VERONA (SYRACUSE), NY 13478

To register, get updates & details visit

www.NYELSA.org

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PC



**Jonathan
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Mitch Reitman

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ABOUT TURNING STONE

Since opening in 1993, Turning Stone has evolved into a destination resort and one of the top 5 tourist destinations in New York State!

Oneida Indian Nation's Turning Stone Resort Casino features world-class amenities including five hotels, two luxurious spas, five golf courses, more than 20 dining options, a 125,000 square foot Vegas-style gaming floor, a cabaret-style Showroom, a 5,000-seat Event Center, customizable meeting and conference spaces and four-night life venues.

It's the ideal adult playground that offers around the clock entertainment

HOW TO MAKE RESERVATIONS:

Turning Stone Resort & Casino

Hotel Room Block: **\$189.00 per night**
+tax (Block Closes: July 26, 2024)

Call: **800.771.7711** or visit <http://turningstone.com> **Mention: NYELSA** when making your reservations.

Location Information:

Oneida County Tourism

800.426.3132

www.oneidacountycvb.com

Visit NYELSA to register and for more info



SCHEDULE OF EVENTS

August 14, 2024

Annual Golf Outing

Located: Kaluhyat Golf Course

7:00 AM - Golf Outing Registration/Breakfast

8:30 AM - Golf Outing Shotgun Start/Scramble

(grab-n-go lunch will be available for all golfers)

Turning Stone Resort & Casino

5:00 - 7:00 PM - Mixer Event with Annual Conference Sponsors

7:00 PM to ... Attendee **FREE TIME** to dine, gamble and enjoy the many amenities available.

Looking to take advantage of the dining or spa/entertainment opportunities on the grounds?

Let NYELSA know, we are here to help. We can get you access, and a reservation booked for you!

August 15, 2024

Annual Conference

Turning Stone Resort & Casino

7:00 AM - Conference Registration Opens

Attendees will be provided with "Booth Bingo" cards. They must visit every exhibitor to be eligible for the GRAND PRIZE drawing...

8:00 AM - (3) Conference Seminar Sessions -

Concurrent Business/ Technical/ Sales Tracks

Visit www.NYELSA.org for full seminar descriptions

10:00 AM - Conference Exhibits

12:00 PM - 1:30 PM - Annual Meeting & Keynote Luncheon

1:30 PM - Conference Exhibits

3:00 PM - (3) Conference Seminar Sessions -

Concurrent Business/ Technical/ Sales Tracks

Visit www.NYELSA.org for full seminar descriptions

4:30 PM - Conference Concludes

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NYELSA / NTS TRAINING

NYELSA 2024 "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 7 - 9 April 17 - 19 June 5 - 7 September 25 - 27
Part 2	Advanced Intrusion Systems	Feb 21 - 23 May 1 - 3 June 19 - 21 October 9 - 11
Part 3	Fire Alarm Installation Methods	March 6 - 8 May 15 - 17 July 10 - 12 Oct 30 - Nov 1
Part 4	Troubleshooting, Service & Maintenance	March 20 - 22 May 29 - May 31 July 24 - 26 Nov 13 - 15

Month	Continuing Education Courses (non-license related)	Course Dates
TBD	Residential Fire Alarm	TBD
TBD	Video System Technology	TBD
TBD	Fire Alarm Installation Methods	TBD
TBD	Level One Certified Alarm Technician	TBD
TBD	International Building Control	TBD
TBD	Professional Fire Alarm Design	TBD
TBD	Troubleshooting, Service and Maintenance	TBD

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@NYELSA.org

Website: www.NYELSA.org

Registration Form on other side



NYELSA 2024 Training Course Registration Form

Enter ## of Students Registering	Course Name	Course Dates <i>(circle selected date)</i>	NYELSA Member Price	Non - Member Price	TOTAL COURSE FEES
	Level One Certified Alarm Technician	February 7 - 9	\$395.00	\$495.00	
		April 17- 19	\$395.00	\$495.00	
		June 5-7	\$395.00	\$495.00	
		September 25-27	\$395.00	\$495.00	
	Advanced Intrusion Systems	February 21-23	\$395.00	\$495.00	
		May 1-3	\$395.00	\$495.00	
		June 19-21	\$395.00	\$495.00	
		October 9-11	\$395.00	\$495.00	
	Fire Alarm Installation Methods	March 6-8	\$395.00	\$495.00	
		May 15-17	\$395.00	\$495.00	
		July 10-12	\$395.00	\$495.00	
		Oct 30-Nov 1	\$395.00	\$495.00	
	Troubleshooting, Service & Maintenance	March 20-22	\$395.00	\$495.00	
		May 29- May 31	\$395.00	\$495.00	
		July 24-26	\$395.00	\$495.00	
		November 13-15	\$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	TBD	\$275.00	\$375.00	
	Video System Technology	TBD	\$375.00	\$475.00	
	International Building Code	TBD	\$375.00	\$475.00	
	Professional Fire Alarm Design	TBD	\$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 ()

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Expiration: _____ Security Code: _____

Signature: _____

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