

OCTOBER 2016

HGCAA

Houston Gulf Coast Alarm Association



www.hgcaa.org

This space is reserved for Member advertising. We believe this to be the most desirable spot in our newsletter for an advertisement. We are going to determine who gets this spot by highest secret bid. The Member that submits the highest bid to the HGCAA Treasurer by **October 21, 2016 @ 5pm**, shall have this spot through September 2017.

(The ad may be updated monthly)

Houston is the largest region of Alarm & Fire companies in Texas. This newsletter will be distributed monthly to our Membership & friends of the industry. As the membership grows, so will your distribution.

Board of Directors 2016-2017

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vicepres@hgcaa.org

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Past President

Brian McKinney
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pastpres@hgcaa.org

President's Message

John C. Helweg



Hello and welcome to the inaugural run of the HGCAA newsletter. For now we shall call it the "Communicator." My name is John C. Helweg and I will be your guide for the upcoming year. With your help I hope we can grow our membership, our newsletter and our Member services.

For those of you that don't know much about me or where I come from... I am a second generation security professional. I still have the good fortune to work with my Dad (Fred Helweg) on a regular basis in our family business, Atlas Alarms, LLC. I grew up pulling wire in attics and hard to reach places for my Dad. He taught me basic electrical principals at a young age and set me free to experiment and occasionally electrocute myself. lol.

My Dad taught me how to cut keys, service locks and develop basic masterkey systems. I installed my first full coverage alarm system when I was 12yrs old. That alarm system worked for over 25yrs before I replaced it.

My Dad had his own monitoring station for many years while I was growing up. I worked the night shift at the station while I was going to school at UH, so I understand the relationship between the alarm company and the monitoring station.

My Dad was also a Commissioned Security Guard in the '80's, so I know what it's like to see a loved one put on their security uniform and leave for a call, worried whether they will make it back safely. I also understand the relationship between alarm companies and guard companies.

In 1999, I received an offer to work at M. D. Anderson Cancer Center as a computer geek doing my part to help make cancer history. Along the way I developed some pretty great computer skills that have served us well in the security business.

After ten years at M. D. Anderson I decided it was time to get back to the family business and take over the day to day operations. I joined our trade associations and started volunteering on the Boards as a way to give back to the industry that has provided for my family. I've met a lot of great people while serving and now I'm looking forward to serving you as the President of the HGCAA.

My desire to serve was not about fame and certainly not fortune. lol. It's a desire to give back and to grow and unify the security industry. I want to help mend fences and make HGCAA a flagship alarm association. I've served on several regional and state boards for the past eight years, including five years as Vice President of the HGCAA under the Honorable Debi Ulmer and one year as President of the Texas Locksmiths Association.

I've learned the most by watching the leaders I've worked with along the way. I believe that I have the relationships, experience, wisdom and diplomacy to do a great job representing HGCAA's interests and I appreciate the opportunity to serve.

Vice President's Report Van Mayorga



I started in the fire/security business to earn money for college. I didn't know then, it would become my living. I quickly made promotional moves that fit my gift of leadership, sales, and management. Now, a business owner for 14 years, I know the formula for success. I run my company by the adage: "where there is a will, there is a way". I will serve you as Vice-President under this same message.

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Secretary's Report

Amanda Jackson



Thank you for the opportunity to serve as your HGCAA Secretary for another year. I have been serving on our board since 2008 either as Secretary or Treasurer, and the TBFAA board from 2010-2015 on committees and as your HGCAA Liaison.

I was introduced to this industry in 2001 when I started working at a local integrator as an outside sales rep and was quickly promoted through the ranks to eventually become an Executive Management Team Member. There I earned my Residential Alarm Superintendent fire license, and was exposed to the Central Station side of the industry when the company purchased a competitor that had its own Central Station. In addition, I worked with my husband as a small business owner for a start-up company in 2007 which sold last year, so I also understand those trials and pains as well. In 2012, I gained my PSB Qualified Manager License and began assisting our membership with compliance related issues and helped startup companies gain the required licensing to start operations. At the end of 2012, I moved over to the distribution side of the industry and have made a home at ADI.

All of this experience has given me the “full picture” of what goes on in this industry and for the most part, what our membership endures, expects, and desires, and how much this association does to protect and advance our members. I am excited about our association this year and the Board you have chosen to support you. I think we have a great team with some old faces returning and some new ones joining! We are off to a great start and I see many great things to come!



Houston Gulf Coast Alarm Association
Minutes of HGCAA Meeting & Luncheon 9/8/16
Held at Automated Outlet

Meeting called to order at 12:00

Benediction / Pledge

Membership / Attendee Introduction

Prior Meeting Minutes reviewed by attending members and approved

Treasurer's Report – Combined Accounts \$27,205.94, 48 paid members, 11 voting members present – quorum established

2016-17 HGCAA Officers / Directors:

President – John Helweg

Vice President – Van Mayorga

Secretary – Amanda Jackson

Treasurer – Penny Mayorga

Sergeant at Arms – James Pratt

Editor – Mary Edmonson

Associate Director – Jerry Davis

General / Regional Director – Sonny Sampson

Guest Speaker(s): Brian McKinney on TBFAA, TDI, TDLR and DPS PSB

- Brian started by stating that he is speaking his opinion only and is not speaking for HGCAA or any other affiliation
- Brian will not be running for any position within HGCAA or TBFAA, he is looking into ESA options
- Open discussion about TDLR meeting and TBFAA vs. HGCAA letters
 - TBFAA letter was an extensive letter written by Mike Samulin where the TBFAA logo was used giving the appearance that it was approved and/or written by TBFAA – gave several examples of why DPS / PSB is not good for our industry
 - HGCAA letter was short and simply stated that we are happy with status quo and DPS has come a long way.
 - Both letters were shown... a link to both is available if you would like.
 - Brian poled members in attendance and none were in favor of moving to TDLR, but Calvin did say he holds a TDLR license and they are not bad.
 - Brant felt more information should be provided and/or researched by membership before they can make an educated decision on what they feel is best for them or the industry.
 - John expressed that Samulin used code to describe what is wrong – that is why his letter was so long, but many of the issues he cited have been corrected
 - Brant does not like that DPS can make rules without the PSB Board approval.
 - Debi explained how the Rules Committee functions and that all rules go before the committee and are posted for public review/comment for 90 days before it can become law.
 - Brian expressed that TDLR does not seem to want our industry. There was talk that they feel we are better suited being regulated under Homeland Security.
 - John's biggest issue is that TBFAA speaks for the entire industry and its membership without consulting its members – a few are speaking for majority and may have individual agendas.

Director's Reports, Committee Reports, and New & Old Business:

- Golf Committee – Jerry, Top Golf is very expensive. Will look into bowling options and survey members on what they would like to see as a special event to raise money for the association... Members at meeting poled and bowling was the consensus.
- TBFAA Convention – 2016 Convention will be held in Rockwall (Dallas) end of October – see TBFAA.org for registration and details
- Sgt. Johnson HCSO –
 - Update your applications, a lot of old ones being received.
 - Many customers claim to not know about permits or testing procedures.
 - Make sure to use customers email if you are filling out the application for them.
 - Asked if HGCAA will send a letter from HCSO to our membership – he will have it drafted.
- MCSO said they are having same issues as HCSO.
- Website – John Helweg and Brian will work to get it updated and more user friendly, under HGCAA control.

Elections:

- Slate was presented to membership, no contested positions.
- Brant nominated Mary Edmonson for Editor from the floor. No other nominations were made.
- Motion to accept by proclamation was made and seconded. Membership voted and approved:
 - President – John Helweg
 - Vice President – Van Mayorga
 - Secretary – Amanda Jackson
 - Treasurer – Penny Mayorga
 - Sergeant at Arms – James Pratt
 - Editor – Mary Edmonson
 - Jerry Davis – Associate Director

Raffles:

- \$25 HGCAA, Cracker Barrel GC – Debi Ulmer
- \$25 HGCAA, Darden GC – Steven Carr
- \$25 HGCAA, Walmart GC – Calvin Stewart
- \$25 HGCAA, Walmart GC – Clint Fagg
- \$60 PAC – John Helweg, Donated Back

Meeting Adjourned at 1:10

Treasurer's Report

Penny Mayorga



I have been a partner in independent business for over a decade now. In starting up our business, I attended every class and workshop available and have accumulated vast amounts of information. I listened to every source of advice and observed others in their triumphs and failures. Coupled with a business administration degree, I have learned to filter and apply this bank of information. My background includes contract review, sales and payroll tax filings, insurance and tax audits,

collections and collections law, financial reporting, bank reviews, account reconciliation, and general bookkeeping.

I bring a tremendous amount of experience to the position of Treasurer. I have used various software for this function such as Peachtree and QuickBooks.

I have a natural affinity for financial management, records, and bookkeeping. As Treasurer, I promise to keep current and accurate the finances of the HGCAA, and provide prompt response to any association inquiries. Thank you for making "cents" with your vote!

Accounts	Balance
Chase Checking	\$4102.96
Chase Savings	\$18974.90
PayPal	\$3408.08
Cash	\$386.00
Undeposited Funds	\$500.00
COMBINED ACCTS	\$27205.94
Accts Receivable	\$2550.00
YTD PAC Donations	\$501.00

Bass Computers, Inc



Office Location:

10558 Bissonnet St

Houston, TX 77099

Phone: (281) 776-6700

Fax: (281) 776-6733

Calendar of Events

HGCAA meetings are held the second Thursday of each month from 11:30-1pm. See below for the locations.
Dates and locations may change as needed.

October 2016

10/13 - HGCAA meeting @ Tri-Ed (North)

10/25 - PSB meeting, Austin, TX

10/26-28 - TBFAA Convention

November 2016

11/10 - HGCAA meeting @ Bass Computers

11/24 - Happy Thanksgiving

December 2016

12/8 - HGCAA meeting @ ADI (North)

12/25 - Merry Christmas

January 2017

1/1 - Happy New Year

1/12 - HGCAA meeting @ Automated Outlet

February 2017

2/9 - HGCAA meeting @ Tri-Ed (Pinemont)

March 2017

3/2 - Texas Independence Day

3/9 - HGCAA meeting @ ADI (Pinemont)

April 2017

4/13 - HGCAA meeting @ Tri-Ed (North)

May 2017

5/11 - HGCAA meeting @ Bass Computers

June 2017

6/8 - HGCAA meeting @ ADI (North)

July 2017

7/4 - Independence Day

7/13 - HGCAA meeting @ Automated Outlet

August 2017

8/10 - HGCAA meeting @ Tri-Ed (Pinemont)

September 2016

9/14 - HGCAA meeting & elections @ ADI (Pinemont)

**PLEASE THANK OUR ASSOCIATE MEMBERS
FOR PROVIDING FOOD AND
HOSTING OUR MEETINGS
BY PURCHASING THEIR PRODUCTS.**

Lyric™ Branch Event



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Date:

Wednesday, October 19th, 2016

Place:

ADI Houston, 7425 Pinemont Drive, Suite 100

Time:

Lyric Day, 10-2 with Bar-B-Q

Date:

Thursday, October 20th, 2016

Place:

ADI North Houston, 335 Pennbright Dr, Ste 110

Time:

Lyric Day, 10-2 with Bar-B-Q

See you There!



This space is reserved for Member advertising. The ad may be changed monthly. The position of this ad may move around based on content requirements.

\$250/yr

HGCAA is the largest region of Private Security companies in Texas. This newsletter will be distributed monthly to our Membership & friends of the industry.

Sergeant-at-Arm's Report

James Pratt



Hello I'm James Pratt, a managing partner at iEvolve Technology and Sergeant at Arms for the HGCAA. My family and I moved to Houston five years ago from Austin after selling my interest in a small audio/video and security installation company that myself and two of my colleagues started in the mid 90's.

We had good success in Central Texas installing high end A/V systems as well as basic security alarm systems, but I was always seeking more and I believed that the Houston area could provide that.

After moving to Houston I worked for Wave Electronics for three years as the Director of Security Sales. My time at Wave was great, I traveled the country, met a lot of security dealers and made lasting relationships with a lot of people that I still do business with today.

However, my family came first and after missing birthdays and little league baseball games I decided I needed to do something that kept me close to home during the week so I joined forces with Mike Roberts at iEvolve to build a security division.

Membership Director's Report

Mary Edmonson



I have been in the alarm industry for about 25 years now. I have worked on the alarm company side as well as Central Station. The first part of my journey was in the accounting/billing arena. I have done everything from processing payroll to invoicing so many customers that we had presort first class mail almost every day. I have worked in the service department for an alarm company where I managed

2-4 technicians in the field while

helping customers do minor things with their alarms like enter new codes and bypass zones on their alarm system. The last half of my journey has been Central Station services. I have done just about everything at a Central Station except dispatch. Helping alarm companies is my true passion. For the past 9 years I have been heavily involved with both the HGCAA and the state association TBFAA.

As Membership Director, I look forward to working with John and our Board to increase our membership and member participation in our monthly meetings. We are going to work very hard to bring you great speakers this year. Speakers that can help you be more efficient in your day to day tasks, improve your RMR, save you money, help you be better informed about what is going in in Houston and the surrounding areas with regards to permitting and have more forum type meetings with our local AHJ's and police departments.

If you haven't attended a meeting in a while, I would ask that you come back and see the changes for yourself. Go ahead and mark your calendar now for every 2nd Thursday of the month. The meeting calendar for the year is also in this newsletter. I'll end with this.....COME ON BACK NOW, YA HEAR!

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Friday October 21st

9:30AM - 1:30PM

Access Control Seminar

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Access Control Market

Standalone Features

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Programmable Controllers

Job Layouts



Automated Outlet Houston

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AutomatedOutlet.com

For Sale/Wanted

If you have some new/old inventory, used parts, accts or a company you want to sell or if you are looking for something that you think another dealer may be willing to part with we can post those items here. No charge for members.

Jobs

If you are looking to hire someone or need a sub-contractor to assist you on a job we can post that here. No charge for members.

Houston Alarm Detail

Check with the City of Houston to make sure your company is listed on their alarm permit web site. They have a specific form you need to fill out and submit to them for inclusion.

Harris County Alarm Detail

Check with the Harris County Sheriff's Office to make sure your company is listed on their alarm permit web site.

Montgomery County Alarm Detail

Check with the Montgomery County Sheriff's Office to make sure your company is listed on their alarm permit web site.

A Word from the Editor Vacant

This is our first newsletter. We hope you like it. We are hoping it will help connect our membership with the information and services you need.

If you have suggestions for articles or information you would like to see in this newsletter please don't be bashful. Contact the Board and let us know what you would like to see.

Please let the Board know how we're doing and what you think of this newsletter. We value your opinion so please reach out to us and let us know what you think.

Regards,

John C. Helweg

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El Dorado Insurance Agency	GDS Design Group
3673 Westcenter Dr Houston, TX 77042 800-221-3386 www.eldoradoinsurance.com	5005 Mitchelldale St #116 Houston, TX 77092 713-524-8270 www.gdsdesigngroup.com
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Tri-Ed - Pinemont	Tri-Ed - North
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