

BLACKSTONE POST



The Voice of Blackstone Security



The Secret to Our Success is in Our People

WINTER 2020

Company's Seventh Division Office

It's Official: Blackstone Launches New Division 62 in Nevada

LAS VEGAS – The Raiders are not the only new team in Vegas.

Blackstone Security Services, Inc.® has literally hit the ground running in the state of Nevada by opening an office in Las Vegas and putting in place a management team with some impressive credentials and a battle cry.

Although the division is less than two months old, it has already garnered contracts of more than 1,000 hours a week.

The groundwork was laid several months ago when Blackstone President and CEO Dan Swindall met with the Nevada State Licensing Board for an in-person interview. Prior to meeting with the board, Swindall had to take a written test that was notorious for its failure rate on the first try.

He passed.

These are exciting times for Blackstone," Swindall said. "We are in growth mode again and the prospects are very positive. The management personnel staffing our Nevada Division have solid skill sets that blend well with the territory and represent some of

the best talent in the industry."

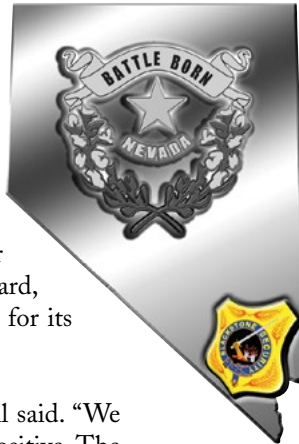
The Las Vegas management team includes Blackstone Vice President Mike Quattrocchi, himself a new hire; Vice President for Business Development Lisa Miller; Division Manager Victoria Adauto; and Operations Manager Michael Granado.

Swindall said Quattrocchi and Miller were hired to make inroads into Las Vegas, but they've already impacted Blackstone's divisions outside Arizona.

Las Vegas is Blackstone's seventh full division after Phoenix, Tucson, Houston, El Paso, Dallas and Albuquerque, New Mexico. Blackstone also has a satellite office in Gallup, New Mexico. Blackstone has recently received licenses to provide security services in Alabama Delaware and Louisiana.

Pending licenses include North Carolina, South Carolina, Georgia, Tennessee and New Jersey.

Blackstone's Vegas office is at 2785 East Desert Inn Road, Suite 150, Las Vegas NV 89121. The phone number is 702.463.6004.



Setting the Tone Going Forward

Sales Gets a Facelift to Business Development



Houston's Aaron Matsusaka and Phoenix's Bobby Holley listen in as Mike Quattrocchi and Lisa Miller lead a strategy session during the Winter Meeting.

PHOENIX – Members of Team Blackstone convened at Blackstone Security Services' Winter Sales Meeting to acquaint new division managers and new and existing sales personnel with Blackstone's operational philosophy of business development and information-gathering strategies to make that philosophy reality.

The attendees spent two and a half days at Blackstone's corporate headquarters in Phoenix in a barrage of sessions delivered by President and CEO Dan Swindall, Executive Vice President Jeanne Croft, newly hired Vice President

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POST ORDERS

Dan Swindall, President & CEO

Common Sense will get Us Through National Emergency

Unless you been spending time on the planet Mars for the past month, you are aware of the situation the nation is facing with the Coronavirus and the subsequent national emergency declaration.

Let me say from the outset that the health and welfare of our employees and clients are of the utmost importance to me and my fellow administrators. Many of us were blindsided by the seriousness of this outbreak. Then the reality of what we could potentially face set in. School, sporting events, conferences and other gatherings have been cancelled and many businesses are allowing their employees to work remotely from home. You probably already know about the run on certain products at grocery stores and the restaurant closings.

I'm not a doctor so I won't even try to dispense any medical

Need Information on the Coronavirus?

The Center for Systems Science and Engineering at Johns Hopkins University has an excellent interactive website that constantly updates the status of the coronavirus by state in the US and by country and regions on a global map. <https://www.arcgis.com/apps/opsdashboard/index.html#/bda7594740fd40299423467b48e9ecf6>.

Also, the Texas Department of State Health Services has a lot of good information on symptoms and links to other informative sites at <https://www.dshs.texas.gov/coronavirus/>.

advice, the airwaves are full of free advice on how to maintain your personal hygiene, anyway.

The security industry is kind of a special case in all this. Security and law enforcement can't afford the luxury of working from home. In fact, these are the times when the need for security and law enforcement is greatest.

While I will not give medical advice, I will say that during these times we've got to use common sense and avoid panic. Being in a panicked or fearful frame of mind will only negatively impact your job performance and hinder you from providing our clients with the level of quality service they have come to expect from Blackstone.

For example, do not accept any new duties from a client that are a direct result of the Coronavirus without first notifying your supervisor, who should then consult with us. We've already had one client request that the guard on duty take the temperatures of employees when they came to work. This is not what we do.

Again, when we say the secret to our success is in our people, we mean it. We need you on duty and in a positive mindset so please take care of your health. If we all step up our game during this time of crisis, we'll get through this in fine shape.



By Ken Vandiver
Director of Operations Div. 32 Phoenix

Communication

In this day and age with all the electronic gadgets available to us we are more connected than ever. A little round pod on our counter tops can play music, answer the most difficult questions and pull up an amazing recipe with just a few key words with what we have available in our fridge not to mention order from Amazon anything our hearts desire. Alexa is an amazing woman and I would love to meet her and her sister Cortana someday.

Phones have become minicomputers that we can't live without and tablets, laptops and desktops are more high speed than

ever. Text Message, Facebook, Snap Chat, Twitter, and "Face-time," whatever that is, have taken our communications to new heights by keeping us all abreast of everything happening around us and in the world, and some things that we don't care a lick about ("Why is that dog riding that skateboard anyway?") as we all sit here watching our phones for the next notification to appear so we don't miss a thing.

You would think with all this technology we would be able to communicate with each other and understand simple instructions. I can hear the boss now when something goes wrong "why don't you just pick up the phone and call them?"

In the security field we depend on communication, pass downs, post orders and directives we give that are vital to our work so everyone knows what's going on and what is expected, but it seems there are still things that slip through the cracks. "I didn't know," "no one told me," "I wasn't informed," seem to be the go-to answers when communication fails.

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www.blackstonesecurity.com

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Division 52
Raul De Leon - Division Mgr.

GALLUP, NM
Satellite
Scott Clark - Area Mgr.

Facelift

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Mike Quattrocchi, newly hired Vice President of Business Development Lisa Miller and Manager-at-Large Vanessa Polanco.

“Business development is identifying, establishing and nurturing relationships,” Miller said. “Our clients like to work with people they know and trust.”

The meeting included sessions on the company’s data mining process and strategies, goal setting, customer care and Blackstone’s participation in federal programs. Participants came away with a renewed sense of purpose.



(L-R) El Paso’s Raul De Leon and Tucson’s Alex Beristain and Ben Fontenot listen to a presentation at the Winter Meeting.

Alex Beristain, business development manager in Blackstone’s Tucson Division 34, said he was inspired by the leadership because they offered insight into what it takes

to succeed. “I came away with a better understanding of my role within the company and the impact of sales within other departments and divisions,” Beristain said. “The opportunity to introduce myself and network with my peers was equally invaluable. Everyone I spoke with offered me advice and wisdom without restraint and welcomed me into the Blackstone family. I look forward to doing it all again next year!”

Croft said she was also impressed by the enthusiasm and attentiveness of the attendees and the opportunity for them to bond. “This was a great opportunity for the new people to get acquainted in person and not just be a voice on the phone or an email,” Croft said. “Face-to-face encounters are important for building trust within the company also.”

Miller said she was very pleased with the level of participation from the division managers and sales managers. “We have a clear

and concise goal for 2020 and a roadmap on how to get there,” Miller said. “Everyone was actively engaged.”

Miller added that she loved learning about the additional training that Blackstone provides and the company’s standards for recruiting, operations and account management presented by Vanessa Polanco. “When we talk about the Blackstone competitive edge, I believe this is it,” she said.

El Paso Division Manager Raul De Leon said the meeting was good management process and more. “It also sent vital signals to the sales organization managers that were present on the discipline, priorities and focus of the organization and where it wants to be in 2020 and beyond,” De Leon said.

Houston Regional Business Development Manager Aaron Matsusaka said Miller and Quattrocchi provided the sales team with invaluable tips and tricks of the trade.

“Lisa’s paradigm of data mining was relatable yet refreshing to see new ways to acquire solid, hot leads,” Matsusaka said. “Her sales tactics on how to approach new leads and prospects was profound and elucidated. Mike’s advice regarding in-person data mining and his emphasis on teamwork was very well received.

“I walked away from the meeting inspired and motivated to be better than I ever have before,” Matsusaka continued. “They seem to live by the same motto I live by which is ‘teamwork makes the dream work’ and these two are big dreamers. I believe with their guidance and leadership the sales team will be breaking records in 2020.”



Meeting attendees unwind in the parking lot at Blackstone Headquarters in Phoenix.

Boots

Continued from Page 2

The security industry has embraced technology over the past few years with electronic tracking and reporting, these systems help keep employers and clients up to date on reports and issues that arise. Guards in turn have access to digital reporting and GPS tracking for patrol validation.

It seems that with all this technology we have gotten out of the habit of speaking with each other. Although I am a firm believer in the written word and documenting everything, I can see that we have fallen away from the personal communication that sometimes can mean more than all the documentation we can put together.

Verbal communication has the ability to show feeling, expression and the way we say things can encourage, motivate and inspire giving the recipient the understanding that sometimes the written word can’t. By no stretch of the imagination am I saying we should do away with giving written instructions, but it never hurts to go

the extra mile and speak with someone to make sure they understand.

It’s been proven that if you tell someone something once, they might remember half of what you said, If you tell them twice they might remember more and somewhat understand, If you tell them three times they remember and understand and comprehend. If a written document is given along with verbal instructions the percentage of understanding goes way up. We can see that not only do we need the written word in the form of post orders and pass downs, but we also need to communicate with each other, so we all stay on the same page.

I encourage our supervisors to make sure each guard has post orders for their post but also to be teachers telling and showing guards what they need to do.



Everett Stone

**Officer of the Quarter
Division 32 Phoenix**



PHOENIX – Everett Stone is a man of few words, an attention to detail and no-nonsense logic. These are the qualities that helped elevate Stone to Officer of the Quarter for Blackstone's Division 32.

Stone is a member of the Gila River Indian Community in San Tan, Arizona. He has been in the security industry for eight years and just completed his first year with Blackstone.

"Ever since we took over the Gila River contract Everette has taken his job seriously," said Phoenix Director of Operations Ken Vandiver. "He believes in going above and beyond what is expected and that shows when he is on duty in service to his community. He is totally committed to his community."

Vandiver said Stone was originally assigned to the community's Governance Center where he performed foot patrols overnight. "Currently, he is assigned to the Gila River School where he has taken the lead and trained new guards and supervised activities at this location," Vandiver explained. "Everett is always willing to help out and take extra shifts to make sure everything is covered. Even without any formal training Everett shows his commitment to the security field and his willingness to learn."

What Stone enjoys most about Blackstone is providing service to the Gila River Community. What he enjoys most about his job? "Doing my duty as a security guard and foot patrols."

Stone's no-nonsense logic shines through in his philosophy on security: "Don't expect anything and you won't be disappointed," he says. "Always look for the unexpected and you will find things (that are) wrong."

When Stone is not protecting his community, he enjoys his favorite hobby, spending time with his wife and two sons.

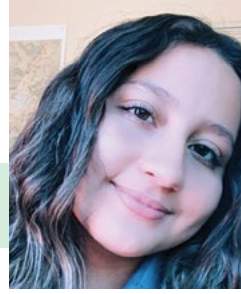
Congratulations, Everett and thanks for being a Blackstone ambassador.

Adauto to Lead Las Vegas Division

LAS VEGAS – Victoria Adauto is the inaugural manager of Blackstone Security Services Division 62.

In the near decade that she has been in the security industry, Adauto has amassed some impressive management credentials working for large private security companies and well-known commercial brands in Nevada and California. Adauto has been an operations manager, an assistant account manager, a shift supervisor and an assistant manager.

Of Adauto, newly installed Blackstone Vice President Mike Quattrocchi wrote, "She has a long history of success in contracted security and has managed thousands of billable hours per week,



Andrea Arellano

**Officer of the Quarter
Division 34 Tucson**



TUCSON, Ariz. – Andrea Arellano may look like a high school student, but don't let that fool you. She is a former US Army Private and, according to her Division Manager, Ryan Swindall, she is on course to become very successful in the security industry even though she is in her first year on the job.

"Security Officer Andrea Arellano has shown professionalism and dedication from the beginning, always willing to go above and beyond," Swindall wrote. "Her character and attitude show the integrity that she has and will continue to show throughout her career. We are excited to see what Andrea will do next."

The native of Rio Rico, Ariz., said she enjoys Blackstone because the working environment is great. "Everyone works together as a team, so everyone succeeds," she said.

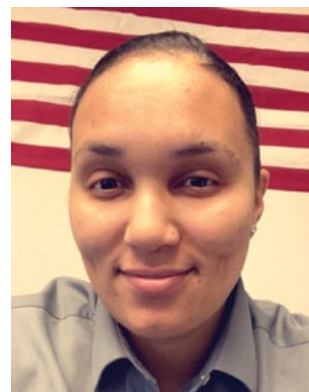
Arellano said she likes her job because it's laid back but professional. "Everyone supports each other," she said, adding that security is fun and is needed to have eyes everywhere.

When Arellano is not standing post, she enjoys playing volleyball, reading and hanging out with friends.

Congratulations, Andrea. And thanks for being a Blackstone ambassador.

along with an excellent track record of client satisfaction and retention."

Included in Adauto's skill set are financial management, payroll, scheduling and billing. She is adept at developing post orders and enforcing security protocols, policies and procedures. Adauto

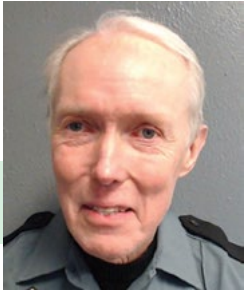


Victoria Adauto

is experienced in recruiting and training personnel on security rules and site-specific duties. She has overseen field supervisors, dispatch and alarm response teams and is skilled at community and public relations.

A native of Los Angeles, Adauto started working in the security industry at age 21 beginning as a security guard. She was employed as an operations manager for a large security company in Las Vegas when Blackstone came calling.

Adauto said she was attracted to Blackstone because of the company's values and its people. "It's not an everyday occurrence that so many good people are located under one roof," Adauto said. "And with that I find myself very fortunate. Our goal at this division is to have the highest running hours and to continue to "Crush Our Enemies" at the new Las Vegas Division of Blackstone."



Thomas Leo Moran

**Officer of the Quarter
Division 52 - El Paso**

EL PASO, Texas – You would be hard-pressed to find anyone who would say something bad about Thomas Moran. The client where he stands post says Moran is a true gentleman who is always willing to help by opening doors or loading cars. The client also describes Moran as an animal lover, which indicates a good soul and that they've never seen him in a bad mood. "He's always smiles and engages in pleasant conversation," the client wrote.

This is why Moran is the Officer of the Quarter for Blackstone's Division 52.

"Officer Moran has been with Blackstone since March 2019 and has never not offered to help when needed," said Division 52 Account Manager Vince McConaughy. "He started strong and helped on those days when we were starting up the account and sometimes needed extra coverage. During the year he has been with us he has shown nothing but hard work and a real passion for Blackstone and our mission to provide the best service to our clients."

McConaughy called Moran "kind-hearted" and cited an occasion when Moran bought a cooler for a homeless man near the site so the man could transport his food around town. "He is kind, helpful and always ready to work when we need him," McConaughy said.

Moran is a Massachusetts native who served in the US Army as a proposal specialist guiding teams from defense contractors through the proposal process to help them win government contracts. He spent most of his two-year tour at Fort Hood in Texas where he attained the rank of specialist 4 (Cpl).

Prior to entering the Army, Moran majored in English at Saint Anselm College and took classes in radio and television broadcasting at Temple University. In 1967 Moran was listed in Who's Who in American Universities and Colleges, a recognition program that honors students for campus leadership, scholastic ability and community service.

Moran, who has been in security two years, said he likes Blackstone because it is a family-oriented company. "Everyone seems to be helpful and all the people I meet give me a positive outlook on the company," he said. "It feels comfortable"

Moran said he enjoys his job because of the people he meets. "I like to be around people, meeting new people and making others feel comfortable," Moran said. "I look forward to visits from the account manager and my relationship with management. They are there to help when I need it."

Moran is a former golfer who enjoys, listening to music, singing and dancing. In fact, he sang at his daughter's wedding.

Moran's philosophy on security is to remain alert. "Security is making sure you are aware of everything going on around you and being on the lookout," he said. "Even if it's small things. Try to be prepared for any scenario that may occur."

Moran and his wife, Bert, are the proud parents of a son and two daughters.

Congratulations Thomas Moran and thanks for being a Blackstone ambassador.

Granado is Blackstone's Vegas Operations Manager

LAS VEGAS – Michael Granado brings a wealth of security experience to his new position as Operations Manager for Blackstone's Division 62 in Nevada. A native of El Cajon, Calif., Granado spent 10 years in the U.S. Air Force stationed at Nellis Air Force Base just outside Las Vegas where he supervised more than 200 Air Force police officers and performed a variety of duties in the base security forces including law enforcement patrolman, administration and security manager.



Michael Granado

Granado joined the Air Force at age 19 to pursue a career in the security field. During his service Granado said he received the bulk of his security experience when he was deployed four times to state-side and overseas missions. As

a patrolman Granado helped safeguard personnel and property including resources worth \$32 billion, handled investigations, interviewed witnesses and suspects and testified in official judicial

proceedings. As a security manager he oversaw the procedures for deploying Airmen and managed the base's restricted area badge program. He also conducted background checks on unauthorized personnel, preventing unlawful entries. As a law enforcement dispatcher, Granado's responsibilities included dispatching armed responses to incidents, including providing on-scene supervision.

Granado was also an instructor, overseeing proficiency training and certification standards for all first responders; and supervised the training of personnel on policies, procedures and emergency protocols during life-threatening situations.

After his Honorable Discharge as a staff sergeant, Granado returned to school and earned his associate degree in secondary education from the College of Southern Nevada where he graduated with honors, and his bachelor's degree in Criminal Justice from UNLV.

Granado said he was drawn to Blackstone because he had so much in common with Blackstone President and CEO Dan Swindall, who was also a security police officer in the U.S. Air Force.

"The fact that not only was Blackstone owned by a Veteran, but by one who served in the same career field that I did really

Mike Quattrocchi is new Blackstone Vice President

LAS VEGAS – Mike Quattrocchi, CPP, is the new Vice President for Blackstone Security Services, Inc.®

The New Jersey native brings a wealth of talent and experience to Blackstone. Mike was specifically scouted to lead Blackstone's initial expansion into the Silver State of Nevada. A former chairman of the Arizona Private Security Professionals' Association (APSPA) Board of Officers, Mike is a 25-year veteran of the security industry. As the chief operating officer for his former employer, Mike was responsible for all company operations and managed the oversight of each account. It is his attention to detail and tireless pursuit of customer satisfaction, safety and security professionalism that makes Mike a valuable asset to Blackstone's Nevada operations and beyond.

Mike began his career in 1995 at D.B. Kelly Security while majoring in criminal justice at Bloomfield College in New Jersey. Throughout his distinguished career Michael has worked in multiple environments and facilities across the country. This wide breadth of exposure is a great asset to the Blackstone team and to its clients who grow to trust him.

Mike said he has known Blackstone President and CEO Dan Swindall for some time and that he felt working for Blackstone was inevitable.

"I've known Dan Swindall for more than 10 years and I always thought that we would be working together in some capacity," Mike said. "What attracted me to make the switch to Blackstone Security after 13 years with my prior company was Dan's integrity, ethics and his loyalty to his employees. Dan and I have a similar vision of expanding Blackstone into a national security firm based on providing superior customer service and treating our employees with respect."

Michael's experience also includes training in OSHA Compliance, Emergency Response, Conflict Management/Crisis Intervention, Undercover Operations, Arrest and Control Tactics and Terrorism Prevention.

Mike is currently certified by the Arizona Department of Public Safety as a trainer of security officers. In addition, he has been a member an AACM, Phoenix Chamber of Commerce, ASIS and the Building Owners and Managers Association (BOMA).

Granado *Continued from Page 5*

drove me to pursue not a job but a career here," Granado said. "I felt my military experience and knowledge would be put to good use working for a company that understands the value that military Veterans can bring in civilian careers."

Not only does Granado have a strong sense of duty, he also has a strong sense of humor, saying that his goal for Division 62 is "to let all those in Las Vegas, the state of Nevada, the United States



Mike Quattrocchi

Blackstone to Sharpen Focus on New Markets

Lisa Miller is New VP for Business Development

LAS VEGAS – Lisa Miller has joined Blackstone Security Services, Inc.® as its new Vice President for Business Development. Lisa is one of the rising stars in the security industry. With more than a decade of experience in business development, Lisa has been responsible for the successful growth of her former employers and has been instrumental in expanding their corporate brands. Her demeanor and insight make Lisa a perfect fit for Blackstone's Nevada operations. Having worked successfully with new Blackstone Vice President Mike Quattrocchi previously, Lisa and Mike make a formidable security team as Blackstone expands to new markets outside Arizona.

Lisa has experience working with large corporations, small businesses, property managers and others in assessing their unique needs and providing workable solutions. Lisa serves on the ASIS Phoenix Executive Board of Directors and is the current Chair of the ASIS Women in Security Committee. She also serves on an International Council as a Global Liaison for Women in Security. Additionally, Lisa is a member of the Building Owners and Managers Association (BOMA), and the International Facility Managers Association (IFMA).

Lisa says it was her relationships with Blackstone President & CEO Dan Swindall and Blackstone Executive Vice President Jeanne Croft that swayed her to the company.

"After serving with Dan and Jeanne on the Board for the Arizona Private Security Professionals' Association, I got to know them professionally and how they operate," Lisa said. "I decided that Blackstone would be a great place to work, so when I was offered a position that came with a lot of opportunity, I accepted. What was especially appealing to me is that Blackstone is a company that maintains a multi-state presence and a goal to become a player on the national stage."

In keeping with Blackstone's commitment to the communities it serves, Lisa is active in the Phoenix Thunderbirds, Phoenix 100 Club for families of fallen law enforcement officers; The Sojourner Center for victims of domestic violence, Sunshine Acres Children's Home for homeless children, Habitat for Humanity and the Arizona Fallen Officers Memorial Fund, which supports the families of fallen security officers.

Lisa holds a Bachelor of Arts in Business degree from the prestigious W.P. Carey School of Business at Arizona State University.

and the rest of Blackstone know that this division does one thing – We Crush Our Enemies!"

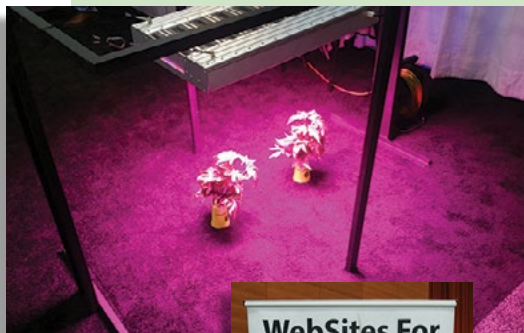


Lisa Miller



The Times They are A' Changin'

In order to keep pace with the changing social landscape, Blackstone Security recently sponsored a booth at a national cannabis conference and tradeshow at the Phoenix Conference Center. The place was packed. The event was attended by patrons and vendors from around the country who would have been arrested a decade ago in Phoenix. Growers from around the country were accompanied by personalities such as attorneys from Alaska who were there to solicit business from growers, and bankers who were there to bankroll the growers because of the industry's growing acceptance. Other vendors sponsored booths that promised better soil to grow the seed, better water for the soil, better lighting for the indoor plants and evolved purification testing processes. Blackstone was even joined by several other security companies seeking to protect the assets of the nouveau legal agriculturalists. It was a very "high" experience!





Employee Anniversaries

Fifteen Years

Mitzi Hagan

Twelve Years

Tony Browe

Eleven Years

James Mattice

Ten Years

Steven Jones

Ken Vandiver

Nine Years

Manuel Zamarron

Eight Years

Francisco Bernal

Brenda Gartman

Seven Years

Christopher Boyes
Travis Ellington

Jennifer Jones-Reger

Six Years

James Brockmeyer
Thomas Delgado

Timothy Murphy

Four Years

Edison Bayas
Leonar Escobar

David Garcia
Philip Wulfers

Three Years

Alexander Beristain
Clyde Bridgewater
Sharon Joe

John Leu
Nathaniel Murdoch
Keith Rohrman

Two Years

Adam Alwali
Timothy Antone
Carlos Apodaca
Othman Azeez
Mustafa Azizulla
Jonathan Bernal
Walter Burnett
Joseph Coley
Mitchell Cruz

Susie Garcia
Jacob Kyyitan
Tammy LaFon
Kimberly Lewis
Ahmed Mohammed Ali
Storm Shiflett
Andrew Valdez
Antonio Zarco

One Year

Ammar Al Maliki
Matthew Arellano
Josephine Berberian
Christian Betancourt
Tania Bockman
Nicola Browe
Dagoberto Castaneda
John Drechsler
Keneth Etienne
Jose Galindo
Eric Garcia
Miriam Gonzalez
Christopher Goods
Christopher Hurd
Eric Johnson
Arvon Laughter
Novian Lucas
Kimberly Lyons
Austin Moore

Nataja Moore
Thomas Moran
Peter Moschetti
Russel Owens
Heather Pappas
Cruz Perez
Anthony Perkins
Ruben Ramirez
Glenn Rasberry
James Reeves
Fitzroy Reid
Hector Rivera
Jose Sanchez
Kendell Smith
acob Stanford
Michael Vazquez
Belinda Williams
Steven Willson
Alonzo Yates

Do What Is Possible for the Duration of This Emergency

Dear Private Security Regulator,

During this unprecedented national emergency, it is essential that private security companies and their officers be able to continue to provide security services to the fullest extent possible. However, as security officers, like others still working, inevitably contract the Coronavirus or exhibit symptoms or are exposed to the virus, it will be vital for public health to get these officers to stop working immediately. Accordingly, as is already happening, the need for security officers is outpacing the availability of officers and the eventual shortage of security officers will create a public safety issue.

Compounding the situation is that state governments and agencies that regulate private security have closed their offices or are operating on a limited capacity. There is grave concern within the industry and with their customers that the registration, licensing and training of new security officers will come to a halt or encounter significant delays. While such a situation is understandable during a crisis, it will nonetheless have a negative impact on public safety and security needs across the country. The industry is also concerned about the status of existing security agency and officer licenses that will expire in the coming weeks/months for which renewal is not possible or may present a health hazard.

To ensure that security needs across the country can still be met during the COVID-19 pandemic, the industry is calling upon state

regulators to take any temporary measures possible to enable security officers to work during this national emergency. We ask that you consider:

- (1) Allowing persons or certain persons (e.g., honorably discharged vets, former law enforcement) whose license applications and/or background checks are in process to work in a limited capacity.
- (2) Allowing licensed security officers in other states to work in your state without delays.
- (3) Suspending or extending license renewal deadlines for agencies and officers who licenses will expire in the coming weeks or months.
- (4) Allowing training to be conducted online instead of in person.

This list is by no means exhaustive and we implore you to do whatever is possible for the duration of this emergency to allow security companies to be able to hire and train new security officers with minimal processing and delay, keep existing officers on the job, and allow COVID-19 affected officers to stay at home. On behalf of NASCO, whose members employ over 500,000 security officers in every state, thank you for your consideration of this urgent issue.

Steve Amitay
Executive Director/General Counsel
National Association of Security Companies (NASCO)

Blackstone Security is a Proud Member of:

