

- Presidents Letter
- Minutes of the Meeting – May 2015
- Photos of the Meeting – May 2015
- Meeting Location for August 26, 2015
- Golf Outing 2015
- NCISS Updates
- New Members
- From Dick Lockhart
- Various Conferences & Updates
- Our Members News
- Updating Membership Information
- ASIS Investigations Standard
- Advertisements

## AUGUST 2015 NEWSLETTER

### PRESIDENTS LETTER:

*Associated Detectives & Security Agencies of Illinois Inc.*

James M. Walsh  
President



Founded 1933  
Incorporated 1937

Members,

As always, I would like to thank each member who attended the May meeting at Outriggers. I understand that it's summer, but attending a membership meeting is a great way to keep updated about the issues affecting the detective and security professions in Illinois.

Our lobbyists, Dick Lockhart and John Carr, have been keeping us updated on pending legislation in Springfield. The service tax has not been brought up again, but it most likely will be. We have instructed our lobbyists to fight this bill when it is introduced. When any pending legislation affects the ADSAI, we will be sure to notify the membership.

Everyone should have received the membership meeting dates for the rest of 2015. We have no meeting in June or July; the next meeting will be held in August. The location will be announced soon. The September meeting will be the Annual Golf Outing, and the October meeting will be the last meeting of the year.

As you know, the Golf Outing is our primary fund raiser for the year that helps us to avoid a dues increase. When you receive the information about the Golf Outing, please help out in any way you can by donating raffle prizes, bringing a foursome to play golf, sponsoring a golf hole or supporting one of the other available sponsorship opportunities, attending the dinner, or volunteering your services at the outing.

Lastly, we are in the process of switching over to our new website--adsai.co. Please review it to see the changes that were made and the options available to customize membership listings. We will post the webmaster's email so if a member wants to change a listing, it can easily be done.

Enjoy your summer. I look forward to seeing each of you at the August membership meeting.

James M. Walsh

ADSAI President

Office: 773-572-6374

Email: [emeraldsecinc@aol.com](mailto:emeraldsecinc@aol.com)

# MINUTES OF THE MEETING - MAY 27, 2015:

## Minutes of the Meeting of

### THE ASSOCIATED DETECTIVES AND SECURITY AGENCIES OF ILLINOIS (ADSAI)

#### OUTRIGGERS

Meeting was called to order by President James M Walsh @ 7:10pm. Pledge of allegiance was done and introduction of members and guests was done. Meeting was adjourned for dinner. After dinner was done and the dessert served the meeting was re-adjourned.

#### Secretary Report

- Secretary report was announced by the President for Bia Tyk in her absence. Minutes were accepted by members present.

#### Treasurer Report

- Treasurer report was given by the President. It was approved by membership present.

#### Board of Directors Meeting - James Huckabee

- Chairman James Huckabee gave a brief review of topics discussed at board meeting.

#### State Legislative Committee- Ed Williams

- Ed Williams reported on HB 1422 which makes minor changes to the Detective act and also HB488 which will allow court ordered attorney fees for unlicensed practice under the Act.
- Dick Lockhart notified President Walsh that the General Assembly did not adjourn on May 31, 2015. Dick and John Carr are monitoring several bills with effects to Detective and Security industry and also the Sales tax issue HB 1260 (Tax Modernization Act). No movement so far on this bill and for now Detective & Security services are not in the bill. And ILAPPS convention was brought up which is in June.

#### By-Laws

- No report

#### National Legislation - James Huckabee

- James Huckabee gave a review the NCISS Hit the hill in April and Assoc1 was reported on.

#### Central/Southern Chapter

- Manny Manias said a meeting was being planned soon. He will notify membership when a date is chosen.

#### Internet/Website - Roy Buckland

- Roy Bucklin gave a report that the new ADSAI website is coming along and should be completed soon.

#### Investigation, Fair Practice and Grievance

- Mike Coutre stated that the Sheriff's Police and the Idfpr arrested a person for operating an unlicensed Security company and employing people as armed guards without proper licensing.

#### Health and Welfare

- Manny Manias stated a card was sent to Kathryn Stone about a family member passing.

#### Entertainment - Nothing new

#### Training

- Bernie Greenawalt talked about the ASIS standards for Detective and Security.

#### Old Business - nothing new

### **New Business**

- Robert Rusch stated that information on the Annual Golf Outing will be ready soon and send to the membership soon.
- No meeting in June or July. Next meeting in August (last Wednesday in August)

### **Split the Pot Winner**

- Winner - William Carlson

President Walsh called for a motion to adjourn the meeting @ 9:15.

## **PHOTOS OF THE MEETING - MAY 27, 2015:**



**Meghan Kirby with Split the pot winner William Carlson**

## **MEETING LOCATION FOR AUGUST 2015:**

### **ADSAI August 2015 Meeting Menu**

**Wednesday August 26, 2015**

**Greek Islands  
300 East 22<sup>nd</sup> Street  
Lombard, IL 60148**

6:00pm Cash Bar  
6:00pm Board Meeting (Board Members Only)  
7:00pm Dinner  
8:15pm Meeting

Menu for dinner is as follows:

#### **Starters - Assortment**

##### **Gyros:**

Lamb & Beef sliced off the spit

##### **Saganaki:**

Ketalograviera Cheese set aflame tableside

##### **Fried Zucchini with Skordalia:**

Garlic Spread

#### **Salad**

Traditional Greek Salad

#### **Entrees - Served Family Style**

##### **Pasticho:**

Macaroni, Meat & Cheese Casserole

##### **Dolmades:**

Stuffed Grape Leaves with an Egg-Lemon Sauce

##### **Beef Kabob:**

Beef with Assorted Vegetables

##### **Chicken Kabob:**

Chicken with Assorted Vegetables

-

#### **Desserts - Assorted**

Ravani, Galaktobouriko & Karithopita

**Cash Bar**

**Reserved Price: \$45 per person**

**At the Door Price: \$55 per person**

Please RSVP by August 21, 2015 to Treasurer Bia Tyk at [bia@tricoinvestigations.com](mailto:bia@tricoinvestigations.com)

## GOLF OUTING 2015:

The ADSAI annual golf outing is coming upon us next month. The money raised will go towards our lobbyist bill for the coming year. If we do not raise enough, we will be forced to levy a special assessment on the membership and raise dues.

### What can you do?

#### Here are ways to help:

1. **Solicit a sponsor:** This is the best way to help our fund raiser. There are non-golf sponsorships [HERE](#) as well as golfing-sponsorship packages [HERE](#). Please contact a vendor of yours and ask them to help. There are sponsorships from \$100 to \$750!!! The sponsor will get exposure at the outing, in our newsletters and on our website.

2. **Be a sponsor or play in the outing:** The link to sign up for the outing on our website will be available this week. We will have PayPal buttons set up for payment by credit/debit card. You can mail your registration as well by using the form [HERE](#).

You can also reserve your spot by emailing Bob Rusch at [rrusch@atgf.com](mailto:rrusch@atgf.com) or [brusch30@aol.com](mailto:brusch30@aol.com)

3. **Donate an item for the raffle:** No item is too big or too small. The bucket raffle needs items so that dinner attendees have a variety of items to try and win. Dinner gift cards, tickets, anything of value would be great!

#### Bucket Raffle Item Donations so far:

- *Chicago Blackhawks Tickets and jersey.*
- *Illinois Lottery Board of Tickets*
- *Liquor & Wine Basket*
- *Free Golf at Silver Lake*
- *Craft Beer Basket from 3 Floyds Brewery*

Contact Bob Rusch if you have an item to donate at [rrusch@atgf.com](mailto:rrusch@atgf.com) or [brusch30@aol.com](mailto:brusch30@aol.com)

4. **Attend the dinner:** No better way to finish the work week than coming to a 3:30PM dinner. There will be awards, split-the-pot and bucket raffles for some nice prizes.

We could use a few volunteers during the reception to sell bucket raffle tickets and split-the-pot. Contact Bob Rusch if you can help.

## FOR GOLFERS:

### All golfers will receive:

- Welcome gifts
- 18 holes of golf in a 4-person scramble format.
- Lunch at certain points during your round.
- Hole-in-one opportunity to win prizes on each par-3 hole. One hole will be designated as the grand prize hole offering a cash prize to anyone who makes a hole in one.
- Putting contest where one golfer will have the opportunity to win \$5,000 for successfully sinking a long putt.
- Closest to the pin and longest drive for gifts.
- Betting hole where you can double your money for hitting your tee shot inside a 10-foot circle.
- Skins game - your foursome may not have done well overall but the team had that magical hole where you sank the impossible 50-foot birdie. Well, you should win something for that right? Click [HERE](#) for details.

## DINNER:

All members and guests are welcome for \$40.

Dinner will begin at approximately 3:30 PM. There will be a cash bar open before this time as the golf portion will end around 2:00-2:15PM. Remember, all members and guests not golfing are welcome for \$40.

During and after dinner we will have:

- Golf awards presentation
- Split-the-pot raffle
- Bucket raffle for donated items.

## WE ARE THE VOICE FOR OUR PROFESSIONS

We thank you for being a member and look forward to your support of this great day.

## NCISS UPDATES:

"The eAdvocate" (NCISS' monthly email update to their members) at this link:

<http://myemail.constantcontact.com/Action---The-NCISS-eAdvocate-May---June---Your-Voice-in-DC.html?soid=1102296473151&aid=8b1EHmHM3MM>

"Monthly Lobby-It Update (from NCISS' lobbyist, Lobby-It) to keep us up to date on Federal laws and bills at this link:

<http://myemail.constantcontact.com/NCISS-May-2015-Monthly-from-Lobbyit.html?soid=1102296473151&aid=F4J7TmJQNJO>

## NEW MEMBERS:

James Walsh has a few applicants he is reviewing for membership.

## FROM DICK LOCKHART:

The General Assembly did not adjourn on the date scheduled for it to do so, May 31<sup>st</sup>, and due to the very serious partisan and fiscal differences, we are not sure when they will do so, or what will happen next?

As you will recall, candidate Rauner was an advocate for taxing services. In fact, he listed 33 categories, two of which were "investigative services" and "security services." However, after his election, he did not have any such legislation introduced. However, in a surprise move on March 19, Democratic Senator Michael Noland, joined by Senate President, John Cullerton, introduced SB 1260, identified as "Tax Modernization Act." It listed 35 services to be taxed, however, the two services, noted above, were not included? At this point, SB 1260 has not moved and can be considered "dead," for 2015, however, nothing is ever really "dead" in the General Assembly. We mention this because the fiscal crisis of the State and the cities, especially Chicago, becomes more acute and the search for revenue alternatives to local property tax increases becomes more creative. SB 1260 can easily be converted to an amendment to an existing bill, and suddenly, we have a crisis, with little time to respond. That is why John and I are in the Capitol every legislative day (and night).

The Illinois House returns on June 4 and the Senate on June 9. There are some who believe the current political, and fiscal, impasse will continue throughout the summer? However, the fiscal year begins July 1<sup>st</sup>, and that won't change as it is in the Constitution. Question: Is it possible that if nothing is done soon, Illinois may not be able to meet the State's payroll? Answer: yes it is

Next year, we will be electing a new President, and; here in Illinois, a major political focus will be on the 40 State Senators who will be up for election. That campaign is about to begin, if it hasn't already. This will be Governor Rauner's first opportunity, as Governor, to defeat enough Democrats and to demonstrate his political and financial strength.

In 2016, 20 State Senators will be on the ballot who will have, if elected, four-year terms. Also in 2016, 20 other State Senators will be on the ballot for 2-year terms. I know this sounds strange, but it is too complicated to describe here, but it is basically a fair way of allocating 4-year Senate terms within the 10-year period of the Legislative Districts established after re-districting has taken place following the decennial census.

It is obvious the campaigns for these 40 State Senators will be enormously expensive. Keep in mind, the population in each State Senate District is 218,000.

Also in 2016 in Illinois, we could have 2 very significant State Constitutional Amendments on the ballot.

## Illinois Constitutional Amendment(s)

In 2016, we can expect to see one or more proposed Constitutional Amendments on the ballot. To qualify for the ballot, proposals to amend the Illinois Constitution must be approved by the State House and Senate not later than 6 months prior to the November 2016 general election. A three-fifths vote is required not later than May.

However, constitutional amendments to change something in the Legislative Article IV may also be changed by the filing of petition signed by a sufficient number of qualified voters. An effort will be made to do this by an amendment changing the way in which legislative districts are drawn. Essentially, it would replace the General Assembly with a Commission created for that specific purpose. Also, there is the possibility that the General Assembly will put on the November ballot an amendment to the Pension Article, XIII, Sec. 5.

2016 is a Presidential Election Year, which means a larger turn-out of voters than otherwise. The requirement to approve an amendment to the Constitution requires a majority of the total votes cast or a three-fifths vote of those voting on the issue itself. Both of tests are difficult, especially in a Presidential election year. Expect intense, and expensive, campaigns.

### The 2-Year Term Senate Districts and the incumbents are:

2	Delgado (D)
5	Van Pelt (D)
8	Silverstein (D)
11	Sandoval (D)
14	Jones, III (D)
17	Trotter (D)
20	Martinez (D)
23	Cullerton, T (D)*
26	Duffy (R)
29	Morrison (D)
32	Althoff (R)
35	Syverson (R)
38	Rezin (R)
41	Radogno (R)
44	Brady (R)
47	Sullivan (D)
50	McCann (R)
53	Barickman (R)
56	Haine (D)
59	Forby (D)

Comments:

\*Senator Tom Cullerton is a likely candidate for U.S. Congress.



The 4-Year Term Senate Districts and the incumbents are:

1 Munoz (D)  
4 Lightford (D)  
7 Steans (D)  
10 Mulroe (D)  
13 Raoul (D)  
16 Collins (D)  
19 Hastings (D)  
22 Noland (D)\*  
25 Oberweis (R)  
28 Kotowski (D)  
31 Bush (D)  
34 Stadelman (D)  
37 La Hood (R)\*  
40 Hutchinson (D)  
43 McGuire (D)  
46 Koehler (D)  
49 Bertino-Tarrant (D)  
52 Bennett (D)  
55 Righter (R)  
58 Luechtefeld (R)

Comments:

Senator Noland is a candidate for U.S. Representative in Congress.  
Senator La Hood is a candidate for U.S. Representative in Congress.  
Senator Luechtefeld is not a candidate for re-election.

P.S. Don't forget, there is a Primary Election in April, and the General Assembly will be in session and the fiscal condition of Illinois is likely to be worse than it is today.

## VARIOUS CONFERENCES & UPDATES:

### 2015 ILAPPS CONFERENCE

Illinois Association of Professional Process Servers 2015 Conference



ILAPPS would like to thank all the attendees and special guests for joining us at Harrah's in Joliet, Illinois for the conference and membership meeting!

We are grateful and give a special THANK YOU to Nancy Adelson, Timothy Couch, Robert "Bob" Rusch, Randy Mucha, and Emmanuel "Manny" Manias for their time and great presentations!

### ASIS INTERNATIONAL 61ST ANNUAL SEMINAR & EXHIBITS SEPTEMBER 28 - OCTOBER 1, 2015 ANAHEIM, CALIFORNIA:



### EVOLVE 2 ADVANCE Security Steps Up Its Game

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(ISC)2 Security Congress, co-locating with ASIS 2015, equips cyber security defenders to deal with the latest and emerging challenges. Register for one conference and gain access to both!

Click [HERE](#) for more information on ASIS seminar and for registration.

Click [HERE](#) for more information on (ISC)2 Security Congress.

NCISS Members:

A reminder, you are invited to join us for the 2015 NCISS Mid-Term Meetings and Seminars September 20-23 at the new SLS Hotel on The Strip in Las Vegas. The meeting is being co-sponsored by the Nevada Society of Professional Investigators and the Arizona Association of Licensed Private Investigators. Please see the attached registration form for the program. You can type on the form, save, and email. Prompt registration greatly assists our planning. We have a limited number of rooms for only \$65 per night. Rooms are available for pre and post stays and reservation details are also on this attached form. Many of us will be arriving on Friday or Saturday night. We hope to welcome a number of attendees from the Nevada and Arizona associations. 6 CEUs will be offered for attending the seminars. Jim Zimmer and Jon Girard have organized a golf outing on Wednesday at the Lexington Course at Revere Golf in Henderson for only \$45. Email Jim at [Zimmerpi@pacbell.net](mailto:Zimmerpi@pacbell.net) if interested.

#### TUESDAY SEMINARS

9:00 to 9:50...Ethics for Investigation and Security Professionals...Dean Beers

10:00 to 10:50...ASIS/ANSI Investigation Standard...Gene Ferraro

11:00 to 11:00...Inside the Private Eyes of a PI...Vito Colucci

12:15 to 1:15...NSPI/AALPI Luncheon...Guest Speaker - Kevin Ingram, Executive Director of NV PI Licensing Board

1:30 to 2:45...Changing the Game of Business to Increase Profits, Sales, Marketing, and Networking...Diana Garren

3:00 to 4:30...Diana Garren (Cont.)

Thank You,  
Bob Heales  
Chairman of the Board

#### **Changing the Game of Business to Increase Profits**

You do not want to miss this dynamic presentation. You will be provided knowledge that will change the course of your business. You will learn what is needed to not only survive but thrive in today's changing world. This presentation will help you understand the difference between sales, marketing and networking, and which of these three are best used to increase your profits.

Sales, marketing and networking are the lifelines of every business. When it comes to sales and marketing, everything must start with the market you want to obtain business from. It is the market that dictates what sales and marketing strategy you will use. Not all strategies work for all markets. We will discuss the different markets available, and which ones best fit your business. Then we will identify the best strategies for you to gain their business.

You will learn how to effectively gain more business from your *current* clients and gain *new* clients.

Sales:

- Learn what market to "sell" to
- Learn the tools needed to effectively sell
- Learn the most effective way to sell

Marketing:

- Learn different marketing strategies and which ones work for which markets
- Learn the tools needed to effectively market
- Learn how to track marketing efforts

Networking:

- Learn where to network
- Learn how to properly network
- Learn how to make networking more effective

## INSIDE THE PRIVATE EYES OF A PI

Vito Colucci, Jr. is a former member of the Stamford, CT Police Department where he worked as a Narcotics Detective and Undercover Organized Crime Investigator. One of the main investigations Vito spearheaded during that time was uncovering the organized crime ties within his own department. Vito was one of the youngest members ever to receive the Combat cross for a shoot-out he was in. During his time on the police department he also received Valor Citations. Vito graduated from the Arnold Markle Search and Seizure School.

He has been a private investigator for the past 20 years, working many high profile cases; Michael Skakel/Martha Moxley case, Jayson Williams manslaughter case in New Jersey, honeymooner George Smith case, etc. He has also worked on some of the biggest high profile cases in CT including murders, rapes, corrupt priests, etc. Vito is a regular commentator on various news programs including MSNBC, Nancy Grace and Glenn Beck/CNN Headline News, Fox News, Larry King Live, Star Jones/Court TV, etc. Vito was a featured speaker at the first World Investigator's Conference in Las Vegas, NV in 2005. Vito is a member in good standing of CALPI.

**It is imperative that the members of the ADSAI support other professionals in our industry, so others will return that support. Anyone who is able to attend this event will be, in part, representing us all. Remember, in just a few short years, we will be hosting an event similar to this.**

## OUR MEMBERS NEWS:

Illinois Association of Professional Process Servers



Congratulations to Manny Manias, who was elected President of ILAPPS in June 2015 at their convention.

Congratulations to Tom Denton on being elected as Vice-President.

## UPDATING MEMBERSHIP INFORMATION:

Roy Bucklin is updating all members information for the new website. Please use the following link to download this document. When you have finished updating your information, you may send the document to either Jim Walsh at [emeraldsecinc@aol.com](mailto:emeraldsecinc@aol.com) or Roy Bucklin at [rbuckpi@sbcglobal.net](mailto:rbuckpi@sbcglobal.net)

[Membership Information Update](#)

## ASIS INVESTIGATIONS STANDARD:

I am pleased to report that the ASIS Investigations Standard, developed by the ASIS International Standards and Guidelines Commission, was approved this week by the American National Standards Institute as a new American national standard. The standard is now in the publication process and is scheduled for a timely release relative to the ASIS Seminar in Anaheim this September. A press release is forthcoming as well as an informational webinar after publication. One of the educational sessions at ASIS Anaheim is devoted to an explanation of the standard-Session #4101; Wednesday, September 30; 11 AM-12 N. I'll advise when the standard is released in the public domain.

Feel free to contact Bernie with any questions.

**Bernard D. Greenawalt, CPP, Vice President** \* Securitas USA  
180 N. Stetson Avenue, Suite 1975 \* Chicago, IL \* 60601  
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