

DECEMBER 2020 EDITION

CALI JOURNAL

CALIFORNIA ASSOCIATION OF LICENSED INVESTIGATORS



2021

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About CALI

The California Association of Licensed Investigators, Inc. is a not-for-profit professional organization founded in 1968 to protect and enhance our licensed private investigator and licensed private patrol operator members.

With approximately 1,400 members, CALI is the largest private investigator association in the world. The association works to advance the investigation and security professions through educational programs and legislative advocacy efforts that promote the needs of the profession before governmental agencies and the State Legislature.

CALI works in support of the ability of clients, often either a consumer or a victim, by performing legitimate investigations within the parameters and boundaries established in law. Our members are licensed and regulated by the Department of Consumer Affairs, Bureau of Security and Investigative Services.



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CALI JOURNAL

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President's Message

As we wind down this historic year, "2020," we have much to be hopeful about in the new year. While the world has had much to endure, CALI has made tremendous strides in 2020. First, and most importantly, CALI has retained an Executive Director whose sole focus has been on our association. Additionally, CALI has a new website and listserv platform, freshly rolled out for Christmas. With the COVID-19 shutdown happening days after Leg Day in March, CALI swiftly adapted to online webinars with greater member and non-member participation than we have experienced in years. I must recognize and congratulate Executive Director Maria Lagunas, Vice President and website committee chairperson Lee Wolfe and VP of Investigative & Security Service Cynthia Cavalie for their leadership in making 2020 a positive one for CALI.

CALI's ED and I have joined with the Executive Directors and Presidents of our "Big 3" partners FALI (Florida) and TALI (Texas) to invigorate our partnership. Almost daily we see posts on our respective listserv about the need of a PI in another state. By being a member of the "Big 3" through your membership to CALI, you will have direct access to each state association's listserv and members. Membership to the "Big 3" is half the amount of your CALI membership. So if you do work throughout the country, I encourage you to secure "Big 3" access. You can expect more engagement with our "Big 3" partners in 2021.

As we look forward to 2021, CALI leadership is focusing on the annual conference in Palm Springs from June 10 to 12. To ensure that we can meet in person, I urge our members to adhere to the recommendations of our country and state's medical leadership. Maintain social distancing and wearing masks and get the vaccine when you become eligible. Good health is our number "1" priority for 2021.

During this holy season, give thought to those that have been adversely affected this year. Reach out to someone that may be experiencing loneliness due to the loss of a loved one. To our members that may be alone or missing out on the usual family holiday activities, I am thinking about you and hoping you know that we care about you and share in your disappointment. On behalf of our Executive Director, Officers, and Board of Directors, I wish everyone a Merry Christmas, a Happy Kwanzaa, and a happy, healthy and prosperous New Year!

Robert B. Rice, President

NOVEMBER 3 ELECTIONS PROVIDE “SOMETHING FOR EVERYONE” IN DEMOCRAT-CONTROLLED CALIFORNIA

By Jerry Desmond, Jr., Esq., CALI Legislative Advocate

As the final outcomes of state ballot initiatives and legislative races become clear, the results provide something for everyone in California – a state where Democrats continue to dominate with all statewide officeholders and super-majorities in each house of the State Legislature. Of note:

- Business interests successfully opposed two ballot initiatives and obtained passage of both an initiative and a referendum.
- California Republicans are projected to: pick up 3 seats in the House of Representatives, pick up 1 seat in the state Assembly; and lose 2 seats in the state Senate.

As this is written, the election results are not yet final. County elections officials must report final official results for presidential electors to the Secretary of State by December 1, and all other state contests by December 4. Results will be certified by December 11.

Voter Registrations and Participation

The build-up to November 3 led to a significant increase in voter registrations. According to Political Data, Inc.:

- There were 21 million registered voters in California, the highest rate of registrations since the election of 1940. 83% of eligible Californians were registered to vote.
- Nearly two-thirds of the new registrations were millennials or Generation Y, born after 1996. Young voters represented about 37% of total registrants, and baby boomers represented only 29% of total registrations.

The breakdown of party registrations just prior to election day was: Democrats – 46.1%, Republicans - 24.2%, No Party Preference - 24%, and Other - 5.7%.

Statewide Ballot Initiatives

Business interests were successful in appealing to voters to overcome two laws that had been passed by the State Legislature and had been signed into law. They:

- Established a special category of gig-economy workers as independent contractors rather than employees [Proposition 22] – with over \$200 million spent to obtain this result.
- Obtained voter approval to reverse the elimination of cash bail [Proposition 25]

Continued on next page

Business interests also successfully defeated measures that would have:

- Established new requirements for kidney dialysis clinics, including a requirement that there be a physician, nurse practitioner or physician assistant on site during dialysis treatment [Proposition 23].
- Authorized local governments to establish rent control on residential properties over 15 years old [Proposition 21].

Non-business interests also achieved some successes:

- Voters approved the enhancement of recently-enacted consumer protections with an expanded right to privacy together with a new state enforcement agency [Proposition 24].
- Voters also approved \$5.5 billion in state bonds for stem cell and other medical research [Proposition 14].

On other public policy issues, the opinions of California voters were mixed.

On social justice issues, voters rejected the re-establishment of affirmative action [Proposition 16], but also rejected an increase in penalties such as longer jail terms for individuals who commit certain theft-related crimes such as repeat shoplifting [Proposition 20].

On the ability to vote, voters restored the right to vote after completion of a prison term [Proposition 17], but rejected the expansion of the right to vote in primaries to 17-year olds who will be 18 by the date of the general election [Proposition 18].

House of Representatives – Republicans Pick up 3 Seats

California currently has 53 California seats in the US House of Representatives, and there is some expectation that the state may lose one seat after the completion of the once-per-decade census as the state has lost residents.

Prior to November 3, the breakdown was: 45 Democrats, 7 Republicans and 1 Vacancy in the 50th District [El Cajon, Duncan Hunter's seat].

It is projected that the breakdown in 2021 will be: 42 Democrats and 11 Republicans. The 3 seats that are expected to flip from Democrat to Republican are:

Fresno [CA 21] - David Valadao reclaiming his seat by defeating incumbent TJ Cox

Anaheim [CA 39] - Young Kim defeating incumbent Gil Cisneros

Newport Beach [CA 48] - Michelle Steel defeating incumbent Harley Rouda

In addition - in Santa Clarita [CA 25] – incumbent Republican Mike Garcia has a very narrow, 104 vote margin over Democrat Christy Smith in the bid to replace Democrat Katie Hill following her resignation.

California Senate – Democrats pick up 2 Seats

One-half of the 40-member State Senate were up for election, and prior to November 3 there were 29 Democrats and 11 Republicans. 27 votes are necessary for a super-majority in the upper house.

In 2021, it is expected that there will be 30 Democrats, 9 Republicans and 1 vacancy that should remain Democrat [Los Angeles, SD 30 where Holly Mitchell has been elected to the County Board of Supervisors].

The 2 Seats that are projected to flip are:

Diamond Bar [SD 29] – Democrat Josh Newman defeating incumbent Republican Ling Ling Chang. He becomes the first recalled legislator to be re-elected.

Newport Beach [SD 37] – Democrat Dave Min defeating incumbent Republican John Moorlach.

Continued on next page

California Assembly – Republicans pick up 1 Seat

All 80 Assembly Members were up for election on November 3.

Prior to November 3, there were 61 Democrats, 18 Republicans and 1 No Party Preference [former Republican Leader Chad Mayes of Yucca Valley].

In 2021, it is projected that there will be 60 Democrats, 19 Republicans, and 1 No Party Preference. The Democrats would retain more than the 54 seats needed to comprise a supermajority.

The 1 seat that is projected to flip is:

Santa Clarita [AD 38] – Republican Suzette Martinez Valladares defeating fellow Republican Lucie Volotzky. The seat was previously held by Democrat Christy Smith who ran for Congress.

Also of note are:

- The election of the youngest legislator in 80 years: 25 year-old Democrat Alex Lee [San Jose, AD 25].
- The defeat of an incumbent in a primary, in a district that the same party won on November 3 [Republican Tyler Diep in Seal Beach [AD 72].

Looking Forward to 2021 - Challenges for a One-Party State

The Democratic party is in control, dominating state-level politics in California during a period of ongoing challenges on many fronts.

Recent events include wildfires of unprecedented number and size, as well as a pandemic that continues to devastate the state economy, jobs, the health, and the lives of hundreds of thousands of residents. A housing affordability crisis and a growing homeless population persist.

The plans of the majority party to address these issues and others will demand focused attention, effective governance, and significant financial resources.

In July of this year, it was projected that the state faced \$53 billion in increased costs due to the pandemic. The state has taken some steps to reduce costs with a combination of furloughs, salary decreases, and other measures.

In 2021, a renewed push to increase state revenues is anticipated, especially with the failure of Prop 15 that would have provided up to \$12 billion per year in annual revenues.

Proposals have included wealth taxes [such as one that passed in San Francisco on November 3], taxes on services, and increased taxes on specific products. However, the state is already heavily reliant on the income taxes being paid by the top 1% of our residents. They pay over one-third of the revenues that the state can use for unrestricted purposes.

The appropriate roles and responsibilities of the legislative and executive branches of state government have also become an interesting and developing issue. Republican Assembly Members recently challenged Governor Newsom's COVID-19 Executive Order N-67-20 in Sutter County Superior Court [James Gallagher and Kevin Kiley vs. Governor Newsom].

On November 2, Judge Sarah Heckman issued a ruling that the California Emergency Services Act does not grant the Governor the power to amend or make new statutory law:

“Executive Order N-67-20 issued by the Governor on June 3, 2020 is void as an unconstitutional exercise of legislative power and shall be of no further force or effect. The California Emergency Services Act [CA Government Code §8550 et seq.] does not authorize or empower the Governor of the State of California to amend statutory law or to make new statutory law, which is exclusively a legislative function not delegated to the Governor under the CESA.”

“Gavin Newsom, in his official capacity as Governor of the State of California is enjoined and prohibited from exercising any power under the California Emergency Services Act (Government Code § 8550 et seq.) which amends, alters, or changes existing statutory law or makes new statutory law or legislative policy.”

An appeal is anticipated.

The New CALI Website Has Launched!



www.cali-pi.org



We are thrilled to announce our new and completely redesigned website is now live!

The new website platform uses ClubExpress, an association management software that offers an enhanced user experience and management tools that allow us to provide members and visitors with more timely information on CALI activities.

Members will have access to the new documents library, comprehensive events calendar with secure online registration, members-only resources, photo albums, and many other features. The Find An Investigator directory now includes a map to locate PIs in the area quickly. One of the features ClubExpress offers is an Online Learning module, which will be available in a couple of weeks. We will also have pre-recorded webinar content. We welcome your feedback! Contact Lee Wolfe, Website Committee Chairperson, at info@aslipi.com or info@cali-pi.org.

Members, please take a moment to log in to the new website and ensure your contact information is updated. For assistance to navigate the new website or to access your member account, please contact the CALI office.



TREASURER'S REPORT

By Chris Reynolds, Treasurer 2020-21

The first six months of the fiscal year are almost in the books and I wanted to provide you with an update.

Balance Sheet

The Balance Sheet through 12.19.20 is still positive and CALI continues to show consistent gains with NWM. CALI has been managing expenses well, with very few District events or other programs requiring an expenditure of CALI funds. CALI's current equity value is \$524,894.34.

Profit and Loss

The Profit and Loss for the fiscal year shows CALI with net income of \$30,887.91. We don't expect the net income to continue running this high as we enter our typical slower period for memberships. CALI's most important event, the Annual Conference, had a projected profit of over \$30k. We are not expecting to see anything close to that figure, particularly if COVID causes a cancellation or a move to a virtual event.

Website Development Costs

Our largest expenditure this year was the new website and its development. The website committee, led by Lee Wolfe, has managed the project well and we are still under budget.

Professional Development

The Professional Development Committee, led by Cynthia Cavalie, has also done a great job generating income through sponsorships. CALI plans to continue offering monthly Webinars with sponsorships for each event.

NLITE

NLITE had three sponsors for its program in November. In addition, CALI was able to sign-up several new members under our \$125.00 NLITE program.

Budget v. Actuals

With the exception of professional fees, CALI has not exceeded budget on any items. The lack of in-person Board meetings has also saved CALI at least \$10k so far this year. No in-person Board meetings are scheduled in 2021.

Audit

The Board approved the formation of an Audit Committee and it selected David Chavez, CPA to conduct the audit. We anticipate the entire process will be completed by late January 2021. The results of the audit will be made available to the members after the Board reviews the results and implements any recommended changes. Chad Ragan is the Chair of the Audit Committee and we are very excited to get this major project completed on time. The estimated cost of the audit will be approximately \$12k.

PI Test Prep

The Online PI test preparation course continues to perform ahead of budget, with 78% of projected already received as of December 19, 2020.

2021-22 Budget

The Executive Director will begin the budgeting process sometime in February, with involvement and input from the Budget Committee. Committee Chairs and Board members will be invited to submit their proposed budget items in February so we can begin the process of preparing drafts for Board review in March 2021.

Budget Committee

Your Budget Committee includes Ame Barfield, Cynthia Cavalie, Mason Washington, Robert Rice, Jay Paulino and Frank Huntington.

A MESSAGE FROM THE VICE PRESIDENT OF INVESTIGATIVE SERVICES

By Cynthia Cavalie-Gonzalez



I would like to wish Happy Holidays to all our members and their families. Looking back at this remarkable year of 2020, we can say that everyone in leadership pulled together to transition to the virtual world with every focus on you, our members.

You are our #1 priority and the reason for our drive and continued success. As your VP of Investigative Services, I set a goal of putting CALI back on the map as the leading PI association in the country and the world. Despite the many challenges met this year, the fact is, we are currently one of just a handful of associations still providing education, resources, and training to investigators, during a time where many in-person meetings, conferences, and training events have been canceled until further notice. CALI has proven to be active despite this and as 2021 approaches, I am determined to make sure that everyone knows that we will continue to be their virtual resource for all things pertaining to investigations. I am honored to have been appointed as Chairperson for Professional Development by President Robert Rice and will be working diligently with our committee in developing monthly webinars and programs designed with you in mind.



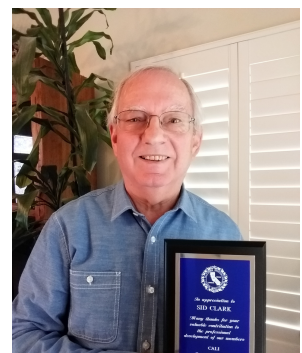
CALI Investigator of the Year, Richard Rivero

Congratulations to Richard Rivero, CPI on being awarded the prestigious Investigator of the Year Award for 2020. Thank you for your outstanding service, Rick!

Over the past two months, I have personally reached out to over 30 out-of-state PI groups letting their leadership know that CALI is still open for business and extending invitations to their members to attend our webinars on a limited complimentary basis. The response has been overwhelmingly positive, and so many have expressed gratitude and appreciation as many of their calendars remain empty. As a result, our out-of-state membership numbers are growing. Together we can continue to grow as an organization and retain the title of the largest and best PI organization in the world not only for the quantity of membership but also for the quality of services we offer to the Investigative Community. May next year give us strength and desire for more accomplishments.

A Special Thanks to our October Webinar Presenters!

CALI kicked off our webinar program with Business Development Month in October. Our guest speakers were LinkedIn trainer, Sid Clark and Cameron Jackson who gave an informative presentation on how PI's can grow their business. Many thanks to these gentlemen for their valuable contributions to our organization.



Welcome New Members!

September 2020 - December 2020

Central Coast District

Scott Cornfield

East Bay District

Matt Isaacs

Karen Nance

Derek Pope

Inland Empire District

Jacob Dugger

Gilbert Lopez

Curtis L. Novy

Alison Peacock

Ricardo Rodriguez

Marc Shaw

Gari Young

Los Angeles District

Tony Bowman

Joe Delia

Shannon Fox

Richard Horner

James Johnson

Mitchell Paul

Jen Stalvey

Eduardo Zaines

Orange District

Auston Caudillo

Kevin Diamond

Richard Estrada

John Flentz

Robert Forman

Carol Mona

Farzin Noohi

Arman Nshanian

Sacramento District

Randy Champion

Sandra Jacobson

Erin Parker

Sacramento District - Continued

Charles Swift

Ashley Torbohn

Robert Wideman

James Williams

San Diego District

Michael Barletta

Tyler Burtis

Robert B. Dean

Jacqueline Hudspeth

Jacob Jennings

Efren Lapuz

Katherine Murg

Waters Sliter

Tamberlyn Thurman

William Vorac

San Francisco District

David Abbott

San Joaquin South District

Ken Dodd

Lisa LaPorta

San Jose District

Roberto Noriega

Out of State

James Bearden - TX

Tony Calderon - TX

Rachel Cracchiola - IL

Ki'Michele Dixon - KS

Thomas Dolo - Canada

Tom Gorgone - WV

Salvatore Grasso - KY

James Michael Harthcock TX

Patrick Quish - DE

Richie Taffet - FL

Catherine Torrez - TX



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DON'T BECOME AN UNLICENSED PRACTICES CASE

By Justin D. Hodson CPI

The unlicensed practices committee has received reports of alleged unlicensed investigators who are, in fact, legitimately licensed. This is only because the licensed investigators are not following the law that regulates our profession.

The Unlicensed Practices Committee has created a list of factors that all licensed investigators should be aware of:

- Make sure all of your advertisements have your license number correctly displayed; this includes your business card.
- Properly display your license number on your website
- If you have more than one business address, you are required to have a branch license for each additional address
- If you have more than one business name, it must be registered at the Bureau of Security and Investigative Services
- If you have a corporation, that corporation must be independently licensed. Your individual license will not cover your corporation

These small tips should help defer contact with the BSIS investigators and a possible fine. If you have any questions, please contact the Unlicensed Practices Committee Chair, Justin D. Hodson CPI at ULP@cali-pi.org.

Report Unlicensed Activity at <https://www.bsis.ca.gov/industries/uauu.shtml>

New Member Benefit!



We are very excited to announce that **CALI Members** now **receive 20% off** access to the Bird Dog Investigator app. Login to the CALI website for Instructions for claiming your discounted access.

About Bird Dog Investigator

Bird Dog Investigator is the new app designed to help investigators easily log findings in the field, and then instantly report them. With Bird Dog you can deliver organized, time-stamped field reports in PDF from your phone. There are no limits on the number of reports you can send, and no additional equipment is needed - not even a computer. Please visit our website for more information on the app and how it works: www.birddoginvestigator.com.

THANK YOU!

FROM THE SACRAMENTO DISTRICT

Thank you for your generosity!

We raised \$1,000.00 for the Sacramento Children's Home! It goes without saying, our members are caring and generous people! On behalf of our CALI Association, Sacramento District leaders, THANK YOU! We would also like to express our heartfelt desire that each of you enjoy a safe, healthy, and blessed Christmas and holiday season!

Here is wishing you Happy New Year's too!

Rick Manzanaras , Anna Stowe & Frank Huntington, III, CPI



2020 CALI WEBINAR SPONSORS!



NEWLY LICENSED INVESTIGATOR TRAINING AND EDUCATION (NLITE)

Thank you to the NLITE Presenters, NLITE Chairperson, and Sponsors!

Frank Huntington, III, CPI
 Francie Koehler, CPI, CLI, CCDI
 Chris Reynolds
 Renee A. Cervo, NLITE Committee Chair

NLITE SPONSORS: AMIS Insurance, Big Dog Investigator and Investigator's Toolbox.com

Congratulations to Our NLITE Attendee Survey Gift Card Winners!

We want to thank the NLITE attendees that took the time to participate in our NLITE Fall 2020 Survey. To express our gratitude, we randomly chose two winners for a \$50 American Express Gift Card. Congratulations to the winners: Steven Anderson from the Sacramento District and Michael Delaney from the East Bay District. We appreciate your feedback!

Happy Holidays!

All of us at CALI wish you and your family a wonderful holiday season and a healthy prosperous new year.

- CALI Leadership



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Anthony Hopkins, CPI

Director at Large

Chad Ragan

DISTRICT DIRECTORS

East Bay - Tony Suggs

Golden Valley - Amenoel (Ame) Barfield, CPI

Inland Empire - Dan Alvarez

Los Angeles - Jay Rosenzweig, CPI

North Bay - Dawn King

Orange - Torri Piper

Redding/Chico - Ed Mussen

Sacramento - Anna Stowe

San Diego - Jay Paulino, CPI

San Francisco - Sean Walsh, CPI

San Joaquin South - Mitch Rowland

San Jose - Anne Fields

South Bay/Long Beach - David Williams

DISTRICT GOVERNORS

Central Coast - Frank Vanecek

East Bay - Robert Beresford

Golden Valley - Bradley Pfanner, CPI

Inland Empire - Dan Alvarez (District Director)

Los Angeles - Howard Dratch, CPI

North Bay - Scott Wilmore

Orange - Thomas Graybill

Redding/Chico - Ed Mussen (District Director)

Sacramento - Rick Manzanares

San Diego - Jay Paulino, CPI (District Director)

San Francisco - Hanley Chan

San Joaquin South - Lance Davison

San Jose - Tracey Kroot

South Bay/Long Beach - Mason Washington

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Contact Maria Lagunas at mlagunas@cali-pi.org to advertise or become a sponsor.

