



CALI JOURNAL

CALIFORNIA ASSOCIATION OF LICENSED INVESTIGATORS



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AUGUST 2021 EDITION

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About CALI

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

With approximately 1,100 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 encourages members and industry experts to contribute relevant content for publication in the CALI Journal. Submit your article for review to info@cali-pi.org.

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The President's Message



First off, I would like to sincerely thank the members of this fine Association for entrusting me with this position. When I first joined CALI many years ago, I had no intention of becoming as involved as I have. After seeing what a great service this association not only does for our members, but also for the industry as a whole, I quickly changed my mind and encourage others that may not be involved that much right now to join in for the betterment of the group.

CALI is run primarily by volunteers whether they be officers, Board members, governors and/or committee members. Speaking of which, CALI has numerous committees that are always looking for members that are willing to help. These include (just to name a few):

- Annual Conference
- Bylaws
- CPI
- Elections
- Listserv
- Membership
- Merchandising
- Newsletter
- Professional Development
- Scholarship
- Unlicensed Practices
- Social Media

If you are interested in serving on any of these committees, please email the office at info@cali-pi.org. Even if we cannot use your services presently, we will keep you in mind for future assignments.

I will be proposing one or two new committees such as Long-Range Planning and eliminating a few that are no longer needed.

July 1 marked the first year that a CALI bylaw change took effect where the CALI officers and directors now serve two-year terms. I believe this will enable us to get more things done and continue growing our Association.

As the pandemic continues to recede, and we are more and more allowed to see our friends and associates in person, I am looking forward to attending in person district meetings once again. The silver lining to the last year however was learning what a great tool online training seminars are. Our newly elected Vice President of Investigative & Security Services, Anthony Hopkins, has graciously volunteered to head up the Professional Development Committee and I am looking forward to several great online seminars in the future.

Our 2022 Annual conference is set for June 23-25 in Palm Springs California (third time is a charm!) and I cannot wait for what I am sure will be a spectacular time. Regarding the conference, I will be asking the Conference Committee and the Board to explore the feasibility of holding future conferences during another time of the year, perhaps September or October. I believe this will help improve attendance as June tends to be a very busy month with graduations, weddings, etc. We would still hold our annual business meetings in June, per the bylaw, as we learned we can do quite well via Zoom. Again, this is just thinking out loud for now and no immediate plans have been made. Please feel free to share your thoughts with me regarding this idea.

The President's Message

CALI continues to be an incredibly open and transparent Association. Decisions are made by the Board during meetings that members are always welcome to attend. During my terms as secretary last year, I did my best to have the minutes of each meeting posted on the website as soon as possible. I also started the practice of attaching the meeting agenda to the minutes as part of the entire package. I would like to welcome Tawni Tyndall back to the board as secretary and will ask that she continue this practice and will do everything I can to assist her.

I would also like to welcome back Vice President of Administrative Services Lee Wolfe. Lee has done a fantastic job of getting our new website up and running, chairing the Listserve, working with the governors, just to mention a very few of the things he has accomplished. This year Lee will be taking on the Chair of the Social Media Committee. When he volunteered, that seemed like a perfect fit as we need to encourage our governors to contribute pictures and stories of events in their districts for our various platforms. If any of you come across what looks like an interesting story involving our profession, please share it with Lee for posting.

Many of you remember the “Wine and Roses” days of state fund when CALI flourished financially. Well, through no fault of our own, and despite the valiant efforts of many past leaders, those days went away. Many of us were genuinely concerned about the future of the association at the time. Well, here we are, many years later, and we are doing just fine. This success is due in part to the decision of past leaders including Chris Reynolds who has been re-elected as treasurer. Under his guidance, we will continue with this fiscal success.

Legislation continues to be one of our Association's main focuses. We successfully beat back AB5 (Independent Contractor legislation) with not one but two exemptions. We are now in a battle regarding SB731 which would limit our access to some criminal court files.

There can be no better people leading these battles for us than Government Affairs Committee Francie Koehler and Legislative Advocate Jerry Desmond, Jr. (and the entire Desmond Crew). I am looking forward to assisting them and the Government Affairs Committee in any way I can to continue winning these battles. Along those lines, I look forward to a continued beneficial relationship we share with BSIS and their leadership. This is yet another prime example of the great things CALI has accomplished.

Last, but certainly not least, I want to give a special shout out to our Executive Director Maria Lagunas. Very few of the accomplishments I mentioned above could have happened without her hard work, tenacity, and dedication. At the risk of slighting anyone, which is certainly not my intention, I am truly looking forward to working with Maria, (or perhaps FOR Maria) over the next two years!

Finally, I started this report out by saying that the Association is run by several people. As the President, I serve at the will of the membership and of the Board. It is not my place to dictate directives or policies unless of course, the Board approves. I have some strong ideas, and will do my best to see them implemented, but only if the Board agrees. I will do my best to persuade people to my side, but if I am not successful with all, so be it. I spent ten years as Chairman and have seen some great Boards that have worked together incredibly well. That does not mean there were no disagreements, there were plenty. But, they were handled with reasonable debate, persuasion and professionalism. I have a feeling the CALI Board of Directors for 2021- 2023 will be such a Board!

Thank you, and I look forward to a great two years.

Frank W. Huntington, III

Frank W. Huntington, III, CPI, President



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The Distinguished Achievement Award

CALI is pleased to announce the recipient of the Distinguished Achievement Award this year, Congratulations Mr. Jay Rosenzweig!

By Frank W. Huntington, III, CPI

The Distinguished Achievement Award (DAA) is not an annual award and is not intended to be awarded every year. It is an honor bestowed on those individuals who have made their contributions over an extended period of time. Past DAA recipients and the current sitting President of CALI are not eligible for nomination.

CALI's highest honor, the Distinguished Achievement Award, is open to any CALI member who has, over the years, contributed an exceptional amount of their time, energy, and effort to CALI and to the betterment and professionalism of the investigative or security professions. Examples of the following criteria must be submitted in support of the nominee:

- Length of continuous membership in CALI
- Contributions to CALI and the industry
- Leadership skills and their results
- Demonstrated ability to work with others
- Participation in training and education
- Sustained support of CALI
- Why the nominee will enhance the continued integrity of this Award

The Selection Committee for this award is made up of three outstanding members of the business, government, or legal community with no ties to any investigation or security businesses. This committee must arrive, independently, at the same selection, or no award is presented. Neither the nominees nor the members of the Selection Committee are revealed prior to the final announcement. This is key, no judge knows who the other judges are, and they do not collaborate.

Prior DAA recipients:
Frank W. Huntington, III
Chris Reynolds
Jim Zimmer, CPI
Walt Zwonitzer
Barbara R. Burr, CPI
Anthony W. Perrin

Clarick G. Brown
Mark A. McClain, CPI
Francie Koehler, CPI
Raymond E. Smothers, CPI
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Daniel Y. Jones

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Jack H. Reed, CPI*
Robert J. Frasco*
William E. Weller*
Steve Butin*
(*Deceased)

The Distinguished Achievement Award



The following is just a small portion of a nomination that was received for Jay:

The recipient this year has served as President of this fine association and has served on the board in many different positions and chairmanships. The recipient has been a CALI member since 1988, served as a district governor, director, DAL, vice-president, and also chairman of the board. But the DAA is more than what one does in CALI. Allow me to quote a paragraph from one of the nomination letters:



Several years ago, the recipient was featured on television when he undertook to search for KTLA Morning News Anchor Chris Schauble's birth parents. Chris was adopted in Florida and never knew his birth parents. The recipient's dogged and tenacious search located both parents. Unfortunately, his father passed away years ago. Due to the recipient's diligence and years of experience, Chris Schauble recently met his mother in Texas. The recipient was featured prominently in that ongoing and unfolding story. A second adoption story involving him is also portrayed on the KTLA website. The recipient's efforts to bring closure to Chris Schauble's search for his parents won a Golden Mike award and, it was nominated for an Emmy award.



As the current recipient, Jay now chairs the DAA committee and will oversee the 2022 process. For more information, please visit www.cali-pi.org/DAA

So once again, congratulations to Jay Rosenzweig, a very well-deserved recipient of CALI's highest honor, the Distinguished Achievement Award!

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Investigator of the Year Award

CALI is pleased to announce the recipient of the Investigator of the Year Award, Congratulations Mr. Dan Alvarez!

By Jay Rosenzweig, CPI

The Investigator of the Year Award process involves consideration of three main components:

- Outstanding Professional Achievement
- Special Contribution to the Profession
- Exceptional Service to the Public

As a past recipient of this award and past chairman of this award's committee, I am pleased to announce the recipient of the Investigator of the Year Award, Congratulations Mr. Dan Alvarez!

Dan is a former law enforcement officer and began his second career in the insurance industry in 1982.

In 1989 Dan left the insurance industry, obtained his California Private Investigator's License, and started his firm, Alvarez & Associates. From 1989 to date, Alvarez & Associates has serviced as a risk mitigation and multi-lines claims investigation company serving a diversity of businesses and educational institutions in California.

Dan has been a member of CALI since 1984 and served several stints on the Board of Directors during that time. Please read the following required criteria in which I believe qualifies Dan for this award.



Outstanding Professional Achievements:

1) Just prior to the pandemic, Dan worked on an embezzlement case for the largest wine and liquor distributor in the United States. Dan was brought in to conduct interviews, including the controller. Dan, using his training and special interview techniques, was able to get the controller to admit her malfeasance. The amount she admitted to was \$1.2 million.

This is the largest embezzlement case in the history of that company in Nevada. Because of Dan's professional work, the controller was arrested and prosecuted. Dan testified last year at trial.

Here is the original news article on this case. <https://www.reviewjournal.com/post/1633674>. The case is still pending due to COVID.

2) When the COVID-19 pandemic forced California K12 schools to close in March of 2020, Dan (in anticipation and preparation for students returning to campuses) obtained a CDC COVID-19 Compliance Certification.

With the certification, Dan produced a COVID-19 safety training film "COVID-19 Return to Campus Guidelines." The film addresses CDC recommendations and protocols for students returning to K12 campuses nationwide.

In July 2020, the COVID-19 "Return to Campus Guidelines" film was released and distributed "free of charge" to 114 school districts throughout California and other educational safety consultants in other States.

Investigator of the Year Award

In conjunction with the release of the training film, Dan also developed a “Pathways” mapping and navigation system to be used by K12 campuses when students returned to school. In effect, Dan’s “Pathways” system is a pedestrian traffic plan for each school site that facilitates effective movement throughout the school site while maintaining best practices in social distancing and recommendations from the CDC.

The pathway system provides a mapping overlay for each site that outlines designated movement corridors, identifies, and mitigates problematic “chokepoints” and other routing conflicts, and provides an effective classroom layout that will allow for effective, efficient, and actionable daily operational procedures that ensure minimal exposure while supporting and maintaining maximum capabilities.

Given the development of this “Pathways” program, four K12 school districts in Southern California, serving over 90,000 students have implemented the program. Dan’s Pathway’s program will serve to protect the health and welfare of thousands of students, faculty, and staff when they return to their campuses throughout California and other States.

Special Contribution to the Profession

Dan joined CALI in 2004. Dan is currently the District Director of the Inland Empire (IE) and has served in the past as the Inland Empire District Director in 2006, 2007, 2008.

During the 2020-21 term, Dan, organized for all CALI membership the very first CPR/First Aid/AED, two-year certification course provided by the American Heart Association. This program will now become part of ongoing safety training for the CALI membership. Dan also served on the CALI Elections Committee.

Exceptional Volunteer Service to the Public

- Head Football Coach South San Gabriel “Rebels”, Junior All American Football Program (3 years)
- Boy Scouts of America, Cub Scout Troup Leader (Mt. Baldy Council) (3 years)
- American Youth Soccer Association (Referee), Rancho Cucamonga, CA (2 Years)
- Little League Baseball / Rancho Cucamonga, CA, Assistant Coach – Blue Thunder (2 Years)
- Head Football Coach / Our Lady of Assumption School / Claremont, CA (3 Years)
- Southern California Fraud Investigators Association, Board of Directors (1 Term)
- Provided “Free” COVID-19 CDC Return to School Videos and training programs to multiple K12 school districts in California
- Provided free “Active Shooter/Safety Awareness” Training courses for underfunded school districts in southern California
- Commendations for the COVID-19 “Pathways” Systems provided to K12 school district
- St. Jude’s Hospital (Donor-30 years)

As stated above, Dan’s achievements over the past year qualify him for this award. The most notable and commendable professional achievement for Dan over the past year was the COVID-19 “Return to Campus Guidelines” film, which was widely distributed.

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GOVERNOR OF THE YEAR AWARD

Congratulations Mr. Rick Manzanares!

This year's Governor of the Year Award recipient is Rick Manzanares. He has demonstrated outstanding commitment and dedication to serving the CALI membership and the PI profession during his tenure as the Sacramento District Governor. CALI Vice President of Administrative Services, Lee Wolfe, selected Rick for his hard work and leadership in the Sacramento District. Thank you Rick for all you have done, and will continue to do for CALI.



PRESIDENT'S AWARD

Congratulations Ms. Cynthia Cavale-Gonzalez!

The 2021 President's Award recipient is Cynthia Cavale-Gonzalez. She has demonstrated outstanding commitment and dedication to serving the CALI membership and the PI profession. The CALI President selects the award recipient and presents the award at the Annual Conference. Ms. Cavale-Gonzalez is the former VP of Investigative & Security Services and Professional Development Chairperson.



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Member in the News!

DUI conviction overturned by the United States Supreme Court

By Anthony Hopkins, CPI

I want to share something that turned out to be an unexpected landmark case.

If you spent years working under a flashing light bar, please don't attack me. I was just doing my job as a criminal defense private investigator and it appears the Supreme Court agrees with what I knew was right back in 2017.

The case is *Lange v. California*,
https://www.supremecourt.gov/opinions/20pdf/20-18_cb7d.pdf

In 2017, I was hired by the defense attorney for an unusual DUI case. It resulted in a conviction at trial, but was appealed and the conviction was upheld at the California Appellate Court. An appeal of the lower court ruling was accepted by the United States Supreme Court. My investigative report and diagrams were submitted to the Court. The U.S. Supreme Court in a 9-0 ruling has reversed the DUI conviction. The Supreme Court didn't just rule it was a bad stop, they ruled it was a warrantless search in violation of the 4th Amendment. A unanimous decision by this U.S. Supreme Court on a traffic stop case? Blows my mind.

What was unusual about this DUI stop? A CHP officer late at night observed a vehicle drive by with the driver's side window down and loud music could be heard from the window.

The CHP officer follows the vehicle, which enters a subdivision. Loses site of the vehicle several times, but catches up to the vehicle. No mention in the report of losing site of the vehicle.

No driver description and no license plate or vehicle description is offered to dispatch during the "pursuit".

Just says he's attempting to locate a vehicle with loud music. Officer's report reflects he catches up to suspect vehicle, activates his overheads about 50 feet from the driveway of the subject's residence. The location 50 feet away is not supported by the MVARs video. That's the first mistake. The MVARs video shows the overheads were actually activated after the front tires of the vehicle had crossed the curtilage (boundary entrance) of the driveway. Driver activates his garage door remote. The driveway is on a steep incline, so the garage door is essentially at the top of a hill. Driver goes up the incline of the hill, pulls into his driveway, activates the remote to shut the garage door. Officer argues he is in hot pursuit of a vehicle code violation of a driver who has failed to yield and stop. Car and driver are now in the garage and door is shutting. Officer catches the closing garage door with his foot inches from the point of closing. Garage door retracts and re-opens. Officer enters the garage. Officer contacts the driver and smells alcohol. Officer orders driver out of his car. Officer administers field sobriety test, then breathalyzer, driver BAC is over the legal limit. Driver is handcuffed in his garage and detained.

One of the things I did was to re-create what the driver would have seen through their rear view mirror.

Member in the News!

DUI conviction overturned by the United States Supreme Court

Through various video camera views from the driver's perspective, and recreation of lighting conditions, the investigation offered reasonable doubt as to whether the driver would necessarily have been aware that a traffic stop was being executed as he drove up his driveway in to his garage.

The trial court disagreed, decided it was a good probable cause traffic stop. Attorney pays my bill, we say sorry to the client, we did our best.

Turns out the client has friends in high places, particularly a major Law School. He gets some law clerks under the supervision of a pro bono professor who is an appellate attorney to appeal his case. They take another look at my investigation, and the diagrams of the two mile route the Officer followed before activating his overheads, and diagrams of the driveway and the relative positions of the CHP vehicle to the subject's vehicle as they pulled up the driveway.

I won't say the U.S. Supreme Court relied on my investigation, as there were other factors of law at play, primarily whether what was a minor vehicle code violation could warrant an officer rushing into a person's garage to detain them. I think the defense investigation definitely helped the Appellate clerks and attorney prepare the appeal. I was pleasantly surprised when I received the call from the pro bono appellate attorney requesting my investigation report and diagrams.

I share full credit with my colleague and former employee Mayra Mira, PI who assisted me on this investigation and who did an excellent job creating those diagrams. Mayra was instrumental and I thank her.

So, lesson for the day, never assume your average local defense case will get shelved away and never see the light of day again. You never know what can happen. I don't go out trying to make a big name for myself. I just do my job as a PI day to day like all of you do.



Anthony Hopkins, CPI, North Bay District

Mr. Hopkins currently serves on the Board of Directors as the Vice President of Investigative & Security Services. He has continuously served on the Board for the past six years, including three terms as a District Director, two terms as the Vice President of Administrative Services, and the past year as Director-At-Large.

Mr. Hopkins is the Professional Development Chair and the CPI Certification Program Chair.

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Brian Bishop
Michael Claytor
Nathaniel Dye

East Bay District

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Charlotte Epps-Stowers
Steve Levine
Christine Loscalzo
Brian Medeiros
Melinda Olea
Carlos Padilla
Tay Wiles

Golden Valley District

Kelley Coelho
Brian Grice
Jane Lopez

Inland Empire District

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- CALI has a full-time lobbyist in Sacramento
- Professional Development
- CALI members receive discounted registration fees to CALI events: CALI's Annual Conference, Newly Licensed Investigator Training and Education, Experienced Licensed Investigator Training and Education, and District Meetings.
- CALI members receive FREE registration to CALI's Legislative Day in Sacramento
- CALI members receive special member discounts on products and services
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- CALI's 14 Districts in California host quarterly local meetings
- CALI events offer educational and networking opportunities

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Visit www.cali-pi.org/cpi
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Conspiracy of the One Investigations

Thomas Graybill, CPI
Landmark Investigations

Erin Nelson-Serrano, CPI
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REPORT FROM THE TREASURER

By Chris Reynolds

These are very exciting times for CALI as we begin to emerge from COVID-19 and our businesses start to return to some part of “normal.” For CALI, we were able to find a silver-lining by offering members more online training, excellent webinars and a virtual conference.

While we were initially worried about the impact on the overall membership, CALI was able to maintain our membership, including a significant increase in new members. Today, I wanted to share how CALI creates its annual budget and what our plans are for cash reserves.

The Budget-How is it created?

CALI operates on a fiscal year, from July 1 to June 30. Last year, CALI’s budget was prepared in advance of COVID, but we were still able to meet every membership goal and the organization was able to show a slight profit. We expect the coming year will expand on our very successful education and training programs. The membership embraced online trainings in a way no one anticipated.

The budget process is the vehicle CALI uses to fund its programs. It is a delicate balance each year as we can only project our income and spending based on past practices and educated estimates. A budget is a roadmap and guide.

Each year, Committee Chair’s and Directors provide their spending requests to the Budget Committee. The Budget Committee meets regularly via email/Zoom or in person and those meetings lead to recommendations to the Board of Directors. This process allows for multiple reviews of our expenditures and assures we manage CALI in a fiscally responsible manner. When the budget is completed, the Board of Directors reviews the document and votes to approve or modify it. The Board makes the ultimate decision. The next job is to make sure the goals in the budget are met. In most cases, the Board strives to approve an annual balanced budget. During the year, any extraordinary spending outside the approved budget, is first referred to the Budget Committee for a recommendation to the Board of Directors. The Board of Directors then votes on each item.



REPORT FROM THE TREASURER

Who is in Charge

The Executive Director has total control over the day-to-day management of CALI, directed by the Board of Directors, with the President operating as the point person to ensure the wishes of the Board are implemented. The President is the interface between the Board and the Executive Director.

The Treasurer provides oversight of the Executive Director for all financial matters. The duties involve reviewing bank statements, financials, approving certain expenditures, and providing input when requested from the Executive Director.

A separate Audit Committee, handles the oversight of our independent Audit and Financial Review (which happens annually).

Plans for CALI Reserves & Long Term Planning

The balance sheet for CALI is strong, with approximately \$550k in reserves. The reserves are a function of CALI investing funds it received from State Fund over the course of approximately twenty years. Those funds were invested in 2010 in mutual funds, managed by Northwestern Mutual. The funds now generate approximately \$8-10k annually, which is re-invested into the funds.

Approximately five years ago, State Fund Insurance started to phase out its safety program. CALI was a beneficiary of that program, receiving between \$75,000 and \$200,000 each year. CALI responded to the dramatic reduction in income by significantly cut spending while it evaluated how to adjust to the new normal.

Happily, CALI's changes produced a leaner organization with a much better handle on its finances. With all the reductions in spending and reorganization, CALI has weathered the storm.

Covid created a similar scare as there was a fear across the country that trade association memberships would suffer. That was not the case with CALI. Now that we see light at the end of the tunnel, CALI is in a position to begin planning a long-range strategy to expend a portion of reserves to enhance the membership experience.

I've recommended to the Board the formation of a long-range planning committee to begin examining the long-term needs of CALI as we continue to be self-sustaining. It is important that CALI have people looking to the future as the organization develops and adapts to an ever-changing work environment. AV equipment for conferences, webinars, and meetings should be a top priority. The committee will make recommendations to the Board of Directors on a methodical plan of rational spending over five to ten years. It will be an exciting effort that should bring positive changes to CALI.

Please let me know if you have any questions or would like to share any ideas to enhance our programs.



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DRN



By Anthony Hopkins, CPI

CALI has many member benefits, some of which go unnoticed. I recently had an experience in which I found one of the CALI benefits to be highly useful. First, let me say I am not an influencer, I'm not being paid to give an endorsement on a particular product. I just wanted to share a personal experience in case others might find it helpful.

First, let me give a bit of history. Prior to COVID, I relied on my wife's employment to provide us with a health plan. My wife was laid off last year as a result of COVID. Thus, we lost our health insurance. We looked into obtaining an individual plan, but the cost was prohibitive.

I signed up through CALI for the Telemedicine Program. This is not health insurance or a health plan. The Telemedicine Program provides a physician consultation and access to pharmaceutical prescriptions through 1.800MD. The service is only \$7.50 monthly. I figured there had to be a catch since the cost was so low. I needed to have a prescription filled after my wife lost her health insurance. Being uninsured, it was nearly impossible to get an appointment with a local physician, many of which are not accepting new patients.

So, I finally decided to try it out. I requested a physician consultation through 1.800MD. After a very brief discussion with a physician, they issued the prescription that I needed refilled.

They called in my prescription in to Costco. I was able to pick up the prescription later that day. So, for \$7.50 a month I can have a medical consultation with a physician over the phone or video teleconference, discuss my non-emergency health condition, and receive a prescription. The service covers common medical conditions, without the need for any copay, deductible, or lengthy wait at a medical office or clinic. All in all, for the price it's well worth the benefit I received. I'm very happy with the service and I appreciate that CALI offers this useful benefit. CALI's partner at Legacy Purchasing Group can sign you up for the Telemedicine Program. All CALI members are eligible whether they are insured or uninsured. Incredibly, the one low monthly fee covers your entire household. You can offer it to your employees as well.

Check for the Telemedicine Program on the CALI website at <https://cali-pi.org/benefits>.



CALI DISASTER RELIEF FUND

California is once again experiencing devastating wildfires and the losses in Northern California are especially bad with almost 1,000,000 acres being burned and hundreds of homes being destroyed. CALI members are found throughout California and as such our members continue to be displaced and experience loss as a result of these massive fires.

In 2015, CALI established the CALI Disaster Relief Fund to provide support to our members who have suffered catastrophic losses. The fund is made of donations from our members and 100% of these donations go directly to members who suffer a loss.

We are halfway through the fire season and currently, we know of three CALI members who have been evacuated from their homes with fires burning within a mile or two of the communities in which they call home. As a CALI member who benefited from the CALI Disaster Relief Fund in 2018, I ask that you make a donation so we can take immediate action and provide funds to members should they suffer a catastrophic loss.

Thank you for your support!

Lee Wolfe, CPI, CALI Vice President of Administrative Services

To donate, please visit the CALI Disaster Relief page
www.cali-pi.org/disasterrelieffund

Thank You! CALI District Leaders

To be a volunteer is to freely give your time to a cause, organization, community, or Individual and to do so without any expectation of compensation. I would like to thank the volunteers who lead the CALI Districts and make up the backbone of the largest Private Investigator Association in the world. Your hard work is what makes this organization so great.

Outgoing District Leaders – Thank You! Your dedication and hard work was immeasurably valuable and essential during the pandemic and in the creation of new CALI programs.

Frank Vanecek, Central Coast District Governor
Bradley Pfanner, CPI, Golden Valley District Governor
Scott Wilmore, North Bay District Governor
Lance Davison, San Joaquin South District Governor
Tony Suggs, East Bay District Director
Ame Barfield, CPI, Golden Valley District Director
Dawn King, North Bay District Director
Torri Piper, Orange District Director
Sean Walsh, CPI, San Francisco Director

New and Incoming District Leaders – Thank you for volunteering to serve Private Investigators everywhere. I look forward to working with you!

Charles Rafferty, East Bay District Governor
Shiloh Roten, Golden Valley District Governor
Matthew McFarland, Redding/Chico District Governor
Eric Dean, San Diego District Governor
Shannon Ayello, San Joaquin South Governor
Donavan Sizemore, Golden Valley District Director
Robert Estes, CPI, North Bay District Director
Curtis Vincent, Orange District Director



Thank you all!

Lee Wolfe, CPI, CALI Vice President of Administrative Services

For a complete list of district leaders and their contact information go to:

District Governors – www.cali-pi.org/districts

District Directors – www.cali-pi.org/boardofdirectors



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Want to Form an LLC



Thanks to the CALI Governmental Affairs Committee and CALI sponsored California Senate Bill 559 you have that option. CALI reached out to Paul Vann, Wealth Planning Advisor at Lincoln Financial Advisors, and asked why a Private Investigator might want to form a Limited Liability Company (LLC).

One of the key benefits of forming an LLC is that the LLC limits the members (*or owners*) personal liability for business actions if properly formed and maintained. Business owners that operate as a sole proprietor or as a partnership are usually personally liable for company debt.

LLC members are liable for debts of the LLC, but typically only to the extent of their investment in the business. The members personal assets are not considered when settling business debts. An LLC may be a single member LLC, a multimember managed LLC or a multi-member manager LLC. Also...

- With a Limited Liability Company business profits are not separately federally taxed in addition to the member's taxes. All profit passes through to the member and is filed on each individual's tax return. This is a big advantage over a C corporation where the profits are taxed at the corporate level and then distributions are re-taxed on the individuals' returns. Because of the LLC's tax structure, you may find it easier to file taxes.
- An LLC is much simpler to run than a corporate entity. A corporation requires a board of directors, officers, regular director's meetings, and shareholder's meetings. An LLC does not require these formalities. An LLC can be run day-to-day as though it were a partnership even though it has some of the liability and tax protections of a corporation. There is no need to get approval from a board before taking business action.
- A non-resident alien is permitted to be an LLC shareholder. However, there are rules that apply. When there is a non-resident alien shareholder the LLC must file with the California Franchise Tax Board (FTB) and provide a list of all nonresident alien members. Included will be the non-resident alien's taxpayer identification number and each member's consent to the jurisdiction of California.
- There is also an \$800 annual tax for a California LLC. This is the additional tax imposed by the California Franchise Tax Board. A California LLC is not only required to pay the minimum \$800 annual franchise tax imposed on California corporations, but a California LLC is also taxed on its gross revenues exceeding \$250,000.

- A California LLC will have to pay a gross receipts fee if the LLC takes in more than \$250,000. The fee schedule is as follows:

Gross receipts:	The fee amount is:
\$250,000 - \$499,999	\$900
\$500,000 - \$999,999	\$2,500
\$1,000,000 - \$4,999,999	\$6,000
\$5,000,000 or more	\$11,790

- Some tax deductions afforded to a California corporation are not available to a California LLC unless the operating agreement provides for a different tax treatment.
- While the LLC may be more difficult and costly to properly form than a corporation because of the need for a detailed Operating Agreement, it is much more flexible in terms of structure and management, less burdensome in terms of local and state reporting requirements and requires less upkeep and maintenance than a California S corporation. Thus, while more difficult, and in turn more expensive to have properly formed, in the long run it is probably less costly to maintain.

For more information, you can reach Paul Vann by calling (949) 412-9466 or by email at Paul.Vann@lfg.com.

Paul Vann is a registered representative of Lincoln Financial Advisors Corp. Investment advisory services offered through Sagemark Consulting, a division of Lincoln Financial Advisors Corp., a registered investment advisor. CRN-3286760-101520. CA Insurance License #0F88844. 18400 Von Karman Avenue, Suite 400, Irvine, CA 92612.

This information should not be construed as legal or tax advice. You should consult a tax advisor or legal counsel to determine if an LLC or a Corporation is right for your business needs.

CALI also recommends Private Investigators review the reporting requirements for PI LLC's which are available on the Bureau of Securities & Investigative Services website at:

<https://www.bsis.ca.gov/industries/pi.shtml>

Mentorship and Volunteer Pilot Program

The CALI Mentorship and Volunteer pilot program is designed to offer newly licensed investigators a personal and experienced one-on-one guide to assist them in navigating CALI's features and member benefits and answer questions about the PI business. In addition, the mentoring program will help retain new members by building stronger relationships.

Mentors will help new members in the following ways:

- Helping new members develop their membership profile and getting them enrolled on the Listserv
- Familiarizing new members with the CALI Events Calendar, Leg Day, and the Annual Conference, as well as introducing them to other CALI benefits
- Introducing new members to their District Governor
- Encouraging the new members to attend district meetings and registering for Professional Development Webinars
- Introducing newly licensed members to the tools of the trade, information data brokers, DMV Records accounts, research sites, OSINT, and recommending other resources as needed
- Connecting new members to other CALI members who possess experience and skills in their specialty area
- Answering general questions about promoting their business
- Being supportive, constructive and encouraging to the new member

Volunteer Mentors Needed, The Best of the Best!

CALI is seeking high-caliber mentor volunteers for its Mentorship and Volunteer pilot program. This will require some time commitment and a small donation of \$50 from the Mentor to defray the new member's cost of attending the Annual Conference (if they attend) or toward their first-year dues.

To be eligible, the Mentorship volunteer must possess:

- Minimum five years as a CA BSIS Private Investigator Qualified Manager
- Minimum five years of CALI membership in good standing
- Willingness to schedule periodic meetings and communicate with the new member for a period of 90 days (or longer by mutual agreement)
- CALI elected Board Officers are not eligible to be Mentors, but all other CALI leaders and experienced CALI members are welcome to register
- CPI Credits will be offered to those Mentors who are CPI's

To register and apply as a volunteer Mentor, please visit www.cali-pi.org/mentorship. We will establish a list.

Once the registration process is complete, the mentor will be placed on a waiting list. The Mentor will be notified once they have been paired with an interested new member. We will launch the pilot program with a limited number of mentors and following an initial evaluation period, the program may be expanded to a larger group.

Please contact info@cali-pi.org or the Mentorship Chairperson Anthony Hopkins at anthony@ahinvestigations.com, if you have any questions.

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The Big 3 Association Partnership

CALI is proud to be part of the “Big 3” partnership, which started in 2013 when the presidents of CALI, FALI, and TALI, came together to offer their members an incredible membership benefit. Every member within each association could join the other two associations, as out-of-state members, for half of the regular dues. This benefit gives every Big 3 member access to a network of over 3,000 private investigators and agencies, increasing potential business or employment opportunities. For more information visit www.cali-pi.org/big3

What will this partnership enable you to do, besides save money?

Increase Your Network – Let's face it, size matters when it comes to increasing your potential business or employment opportunities. You can network among a few or you can cast a wide net to gain valuable exposure to thousands.

Obtain New Clients – Many of us have clients that need services in Florida and/or Texas from time to time. Now you have more resources to assist those clients locally.

Provide New Services - Expanding your network also mean expanding your services and exploring additional revenue streams.

Expand Your Footprint – By cultivating relationships/partnerships with local investigators in these states you can focus on growing your business opportunities.

ListServ Access - Gain access to the listserv of each association as a Big 3 member.

Unmatched support and revenue opportunities

Legislative and regulator support – CALI, FALI, and TALI have all been around for decades and are no stranger to the legislative process. Board members attend all regulatory meetings and legislative sessions are consistently monitored. The goal of each of these associations has always been the same-- protect our membership and their interests.

Lead generation – After the homepage, our search features for locating an investigator are the most used on the website. It does not matter if it is a local business, attorney, or private citizen seeking an investigator, many turn to us as the first stop on the internet for locating an investigator.

Recognition – As a member of the oldest and largest nationwide PI associations you are among your professional peers in every state.

Not a Member of the Big 3? Join Today!

FALI & TALI Members - Join CALI for only \$114.50

CALI & TALI Members - Join FALI for only \$50.00

CALI & FALI Members - Join TALI for only \$87.50

Visit www.cali-pi.org/big3 for membership details and to join

Important to Note Before You Apply: One of the three associations must be your "home" association, to which you pay full regular dues. You must join each association individually based on the association membership requirements.

In Memoriam



Shirley M. Wilkinson, PI

Those of you who attended the 50th Anniversary Gala at the conference in Long Beach in 2018 may recall that an investigator was honored for being a woman investigator with the longest CALI history. Shirley M. Wilkinson, P.I. License #4497, established Port City Investigations in Stockton and joined CALI in 1971. This would have been her 50th anniversary as a member. Even though she retired some years ago, she was still up for doing pro bono work.

When she first attempted to take the PI test, and it was only given twice a year at that time (once in Sacramento and once in L.A.), she was denied the opportunity, saying she wasn't qualified. Shirley then gathered the documentation of other related work she had done and the specifics of the pertinent laws, and presented them to the person in charge, getting the official right to take the test. She passed the test on the first attempt. She was the ONLY woman taking the exam at that time.

Aside from her PI work, Shirley and her husband Jack were instrumental in bringing many music and cultural activities to Stockton and supported and accompanied a local drum and bugle corps to national competitions for many, many years.

I have, as yet, been unable to obtain any information of any Memorial Service or family arrangements. I will post further information when it becomes available. She was a loyal CALI member, who donated to our Legislative activities and upheld the honor and ethics of our Association.

By Barbara R. Burr, CPI, PI 12762

Kenneth Edick, PI

1954 - 2021

Ken was born in Fort Knox, Kentucky on 12/4/1954. Ken graduated from Piedmont Hills High School in San Jose in 1972. Ken has a commendable list of accomplishments including playing professional basketball in Australia, mastering the art of Kung Fu and teaching the art to sight-impaired students, and owning a very successful Private Investigation Company. Ken passionately enjoyed golfing and motorcycle riding.

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A Special *Thank You!*

To Our 2021 CALI Virtual Conference Speakers, Sponsors, and Attendees



Speakers: Top row from left to right.

Keynote Speaker Nada Bakos, Former CIA Analyst and Senior Fellow at the National Security at the Foreign Policy Research Institute

Edward J. Ajaeb, Nighthawk Strategies

Keynote Speaker Rhonda Glover Reese, Former FBI and Professional Coach

Peter A. Gallo, Greenwood Atlantic LLC

Patricia Fisher, Fisher Forensic Document Laboratory, Inc.

Alek Ragsdale, TransUnion

Rachel Cracchiola, Motorola Solutions/DRN Insurance

Patrick Quish, Bird Dog Investigator

Cynthia Hetherington, Hetherington Group

Michael Jaczewski, Toltec Investigations (Toltec. // Brand Protection)

Gloriela Garcia, Bureau of Security and Investigative Services Deputy Chief of Licensing (no photo)

Thank You to our 2021 CALI Virtual Conference Sponsors and to everyone who donated gifts and bought tickets to support the CALI Scholarship Program.



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