



Eddy Esquivel
President – Florida Association of Security Companies (FASCO)

Hello fellow FASCO members.

I am honored and humbled to serve the FASCO membership as you're newly appointed President.

First and foremost, I would like to take this opportunity to thank our immediate Past President and new Chairman, K.C. Poulin, for his many contributions to FASCO during his tenure. For those of you that may not be aware, K.C. has been one of the champions of our industry. I could go on and on about his many accomplishments to date, but there simply isn't enough time and space in this correspondence to do him justice. Rest assured that we will continue to tap into his extensive network and knowledge base as a leading security practitioner in Florida while he serves out his term as Chairman of the FASCO Board of Directors. K.C. – on behalf of our Board of Directors and our membership we say, "Thank you."

I also want to personally recognize and thank our FASCO Board of Directors for their ongoing commitment to voluntarily serve the FASCO membership. The collective efforts of these folks set the table for the strategy and activities of our association. I can tell you that our Board of Directors is as diverse as our membership with representation from small to large companies and security practitioners throughout South, Central and Northern Florida. Our Board of Directors doesn't receive any compensation or benefits in exchange for their time. They are selfless individuals driven primarily by their passion and desire to help bring our industry forward.

Now a little bit about me. I am a 20 year veteran of the security industry and a native Floridian. I am a Miami-Dade College alum. I am currently the Regional Vice President for G4S Secure Solutions (USA) here in Florida where we employ approximately 4,500 licensed security professionals. I am currently the Vice-Chairman of the Private Investigation, Recovery and Security Advisory Council (PIRSAC) to the State of Florida Division of Licensing. And most importantly, I am here to serve you and our industry.

As I travel around the State I often interact with folks in our industry that express dissatisfaction about poor industry standards, over burdensome regulations, inadequate training requirements & resources, and a laundry list of other issues that are negatively impacting them or their agency. My response to them is always the same. What are you doing about it? The truth is there is very little that a single individual can do to achieve what I will call impactful change. FASCO was established to provide our membership with a unified voice for the betterment of our industry. There is definitely strength in numbers!

During my tenure I will continuously encourage our membership to become active in our association to ensure that everyone's point of view receives its due consideration. I challenge our membership to become involved in spreading the word about our association and in recruiting additional members who can contribute time and resources to significant industry causes and initiatives.

In the coming months our Board of Directors and fellow association members will begin working on

shaping our strategy for the future. As part of that process we will be actively seeking volunteers to expand our Board and serve on special committees as needs arise. If you are interested in getting involved, please visit our web site to familiarize yourself with our by-laws, which have been recently revised to lay the ground work for what is to come.

In closing, I look forward to working with our membership to tackle any challenges or obstacles facing our industry today and into the future. I am excited about the direction of our industry in Florida and the untapped potential that lies before us.

Be safe and be well.