

# Barnes Buchanan Conference

## AGENDA

**THURSDAY, FEBRUARY 8, 2018**

All presentations will take place in Ponce de Leon Ballroom V & VI unless otherwise noted.

- |                           |   |
|---------------------------|---|
| <b>8:00 a.m.</b>          | <b>Registration (Ballroom Foyer)</b>  |
| <b>10:00 – 11:30 a.m.</b> | <b>Current/Future State of PERS Market</b><br>Josh Garner, AvantGuard<br>Jim McMullen, COPS Monitoring<br>Daniel Oppenheim, Affiliated Monitoring<br>Mary Ann Dunham – Moderator  |
| <b>11:30 – 1:00 p.m.</b>  | <b>Lunch (on your own)</b>  |
| <b>1:00 – 1:05 p.m.</b>   | <b>Welcome: Hugh Van der Veer, Buchanan Ingersoll &amp; Rooney</b>  |
| <b>1:10 – 2:25 p.m.</b>   | <b>Loan Transaction Panel</b><br>John Robuck – Capital One<br>Matt Harvey – Prudential<br>Will Schmidt – CapitalSource<br>Robin Esterson – Vanwall Holdings<br>Mark Melendes – CIBC<br>Tomer Yosef-Or – ABRY<br>Holly Gladstone – Moderator   |
| <b>2:25 – 2:40 p.m.</b>   | <b>Break</b>  |
| <b>2:40 – 4:00 p.m.</b>   | <b>Lenders/Borrower Dynamics Panel</b><br>Michael Harrington – PNC Bank<br>Bryan Cipoletti – Guardian Protection/Armstrong Group<br>Ken Mooney – Citizens Bank<br>Michael Hagan – Hawk Capital/LifeShield Security<br>Dave O'Brien – Bank of America Merrill Lynch<br>Scott Fleming – Protect America<br>Megan Thompson – Moderator |
| <b>4:00 – 4:30 p.m.</b>   | <b>Recognition of SDM's Dealer of the Year</b>  |
| <b>4:30 – 5:15 p.m.</b>   | <b>Company Presentations</b><br>Jason Christensen – NorthStar Alarm<br>Michael Marks – Perennial Software<br>Rob Jones – Moderator  |
| <b>6:30 – 9:00 p.m.</b>   | <b>Cocktail / Dinner Party</b><br>(Mediterranean Courtyard, with Ponce de Leon I, II & III as back-up for inclement weather)  |

# Barnes Buchanan Conference

## AGENDA (cont.)

### FRIDAY, FEBRUARY 9, 2018

All presentations will take place in Ponce de Leon Ballroom V & VI unless otherwise noted.

- |                    |  |
|--------------------|--|
| 7:30 – 8:30 a.m.   | Continental Breakfast  |
| 8:30 – 10:30 a.m.  | <b>Presentation: Alarm Industry and Market Overview</b><br>Michael Barnes, Barnes Associates   |
| 10:30 – 11:00 a.m. | Break  |
| 11:00 – 12:15 p.m. | <b>New Trends Roundtable</b><br>Keith Baird – Honeywell Security and Fire<br>Matt Eyring – Vivint<br>Jeff Gardner – MONI<br>Rich Perry – Ackerman Security<br>Bryan Lawrence – Moderator |
| 12:15 – 1:30 p.m.  | Lunch (Front Lawn, with The Circle Dining Room as back up for inclement weather)   |
| 6:00 – 7:30 p.m.   | <b>Cocktail Reception (Beach Club Patio)</b><br>(Dinner on your own)   |

### SATURDAY, FEBRUARY 10, 2018

MEET AT THE OCEAN GOLF AND TENNIS CLUBHOUSE FOR BOTH ACTIVITIES.

- |            |                          |
|------------|--------------------------|
| 8:30 a.m.  | Scramble Golf Tournament |
| 10:30 a.m. | Tennis Tournament        |
| 12:30 p.m. | Lunch & Awards Ceremony  |