

Barnes Buchanan Conference

AGENDA

THURSDAY, FEBRUARY 8, 2018

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

- 8:00 a.m.** **Registration (Ballroom Foyer)**
- 9:30 – 10:30 a.m.** **Tax Reform: Impact on Businesses and Individuals**
Bruce Booken – Buchanan Ingersoll & Rooney
Rose Wilson – Buchanan Ingersoll & Rooney
- 10:30 – 11:30 a.m.** **Current/Future State of PERS Market**
Josh Garner – AvantGuard
Geoff Gross – Medical Guardian
Daniel Oppenheim – Affiliated Monitoring
Mary Ann Dunham – Moderator
- 11:30 – 1:00 p.m.** **Lunch (on your own)**
- 1:00 – 1:05 p.m.** **Welcome: Bryan Lawrence**
- 1:05 – 2:20 p.m.** **Loan Transaction Panel**
John Robuck – Capital One
Matt Harvey – Prudential Capital Partners
Will Schmidt – CapitalSource
Robin Esterson – Vanwall Holdings
Mark Melendes – CIBC
Tomer Yosef-Or – Abry Partners
Holly Gladstone – Moderator
- 2:20 – 3:30 p.m.** **Lenders/Borrower Dynamics Panel**
Michael Harrington – PNC Bank
Bryan Cipoletti – Guardian Protection
Ken Mooney – Citizens Bank
Michael Hagan – Hawk Capital / LifeShield
Megan Thompson – Moderator
- 3:30 – 4:00 p.m.** **Break**
- 4:00 – 5:00 p.m.** **Company Presentations**
Jason Christensen – NorthStar Alarm
Michael Marks – Perennial Software
Jim McMullen – COPS Monitoring
Fred Stevens – JAQX
Rob Jones – Moderator
- 5:00 – 5:30 p.m.** **Recognition of SDM's Dealer of the Year**
Tim Whall, CEO – ADT
- 6:30 – 9:00 p.m.** **Cocktail / Dinner Party**
(Mediterranean Courtyard, with Ponce de Leon I, II & III as back-up for inclement weather)

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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.** **Presentation: Alarm Industry and Market Overview**
Michael Barnes – Barnes Associates
- 10:30 – 11:00 a.m.** **Break**
- 11:00 – 12:15 p.m.** **New Trends Roundtable**
Jason Christensen – NorthStar Alarm
Matt Eyring – Vivint Smart Home
Jeff Gardner – MONI
Scott Harkins – Honeywell Connected Home
Rich Perry – Ackerman Security
Bryan Lawrence – Moderator
- 12:15 – 1:30 p.m.** **Lunch (Front Lawn, with the Mediterranean Ballroom as back up for inclement weather)**
- 6:00 – 7:30 p.m.** **Cocktail Reception (Beach Club Patio)**
(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**
(Golf Veranda, with Gulfstream 5 as back up for inclement weather)

Since some of our panelists are officers of public companies, we ask that you note the following disclosure. During the course of the presentations, our panelists may make statements, estimates or projections that are forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended). Please note that any forward-looking statements made by our panelists are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify these forward-looking statements by such words as “should,” “anticipate,” “estimate,” “approximate,” “expect,” “target,” “may,” “will,” “project,” “intend,” “plan,” “believe” and other words of similar meaning and expression. You can also identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. Forward-looking statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those discussed. Although it is not possible to predict or identify all potential risk factors, certain possible risks include: general economic uncertainty and volatility; the threat of a large-scale cyber-security incident or data breach; the ever-changing landscape of consumer protection statutes and other laws and regulations that govern the security alarm industry; the threat of product defects and potential exposure to large products liability or class-action lawsuits; rapid technological change impacting the products and services provided by these companies; the highly competitive industry in which these companies operate; high customer attrition rates; dependence on third party providers and suppliers; or a natural disaster or other unplanned event causing a disruption in service or operation of monitoring facilities. We direct you to these public companies’ SEC filings for additional risk factors. Our panelists, including our public company officers, cannot, of course, give any assurance that any goal, plan or target discussed today can be achieved; and our audience is cautioned not to place undue reliance on such statements, which speak only as of the time when made. Our panelists and their companies undertake no obligation to release publicly any revisions to forward-looking statements as a result of future events or developments.