

# Barnes Buchanan Conference

## AGENDA

### THURSDAY, FEBRUARY 9

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

- 9:00 a.m.**                    **Registration**  
Ballroom Foyer
- 11:00 – 11:30 a.m.**        **Presentation: Employment Law Update**  
Jaime Tuite – Buchanan Ingersoll & Rooney
- Lunch**  
(on your own)
- 1:00 – 1:05 p.m.**            **Welcome: Bryan Lawrence**
- 1:05 – 2:15 p.m.**            **Lender Panel**  
Greg Buscone – Eastern Bank  
Mark Melendes – CIBC Bank  
C.J. Pascarella – PNC Bank  
John Robuck – Capital One  
Joe Thompson – Moderator
- 2:15 – 3:00 p.m.**            **Company Presentations**  
Custom Alarm – Melissa Brinkman  
Dynamark Monitoring – Trey Alter  
Kimberlite – Joey Rao-Russell  
Rob Jones – Moderator
- 3:00 – 3:30 p.m.**            **Break**
- 3:30 – 4:00 p.m.**            **Presentation: Industry Influencer**  
Eric Garner – Pye Barker Fire & Safety
- 4:00 – 5:00 p.m.**            **Panel Discussion: The Industry – 2028 and Beyond**  
Robert Chefitz – Egis Capital Partners  
Daniel Oppenheim – Affiliated Monitoring  
Pam Petrow – Vector Security  
Don Young – ADT  
Mary Ann Dunham – Moderator
- 5:00 – 5:15 p.m.**            **Recognition of SDM's Dealer of the Year**  
Custom Alarm – Melissa Brinkman
- 6:30 – 9:00 p.m.**            **Cocktail / Dinner Party**  
Mediterranean Courtyard  
(Venetian Ballroom as back-up for inclement weather)

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## AGENDA (cont.)

### FRIDAY, FEBRUARY 10

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

- 7:30 – 8:30 a.m.**            **Continental Breakfast**  
Ballroom Foyer
- 8:30 – 12:00 p.m.**        **Presentation: Alarm Industry and Market Overview**  
Michael Barnes – Barnes Associates
- Including supplemental presentations by:**  
Kirk MacDowell – MacGuard Security Advisors  
Joe Thompson – Barnes Associates
- Note: There will be a Break from 10:00 – 10:30 a.m.**
- 12:00 – 1:30 p.m.**        **Lunch**  
Front Lawn  
(Venetian Ballroom as back up for inclement weather)
- 6:00 – 7:30 p.m.**        **Cocktail Reception**  
Beach Club Patio
- (Dinner on your own)**

### SATURDAY, FEBRUARY 11

Meet at the ocean golf and tennis clubhouse for both activities.

- 8:30 a.m.**                    **Scramble Golf Tournament**
- 10:30 a.m.**                **Tennis Tournament**