

Barnes Buchanan Conference

AGENDA

THURSDAY, FEBRUARY 6, 2020

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

- 8:00 a.m.** **Registration**
Ballroom Foyer
- 10:00 – 11:30 a.m.** **Consumer Protection Panel (TCPA & The California Consumer Privacy Act)**
Robert Holland – Buchanan Ingersoll & Rooney
Jennifer Olmedo-Rodriguez – Buchanan Ingersoll & Rooney
Sam Southall – Buchanan Ingersoll & Rooney
Mary Ann Dunham – Moderator
- 11:30 – 1:00 p.m.** **Lunch**
On your own
- 1:00 – 1:15 p.m.** **Welcome: Bryan Lawrence**
Retrospective – Barnes Buchanan 25th Anniversary
- 1:15 – 2:15 p.m.** **Company Presentations**
Stefan Albertsson – AddSecure
Josh Garner – Becklar
Rush McCloy – Eyewitness Surveillance
Mark Wires – RSPNDR
Megan Thompson – Moderator
- 2:15 – 3:15 p.m.** **Current State of Debt Financing**
Scott Gold – Arena Investors
Mark Melendes – CIBC Bank
John Robuck – Capital One
Chris Semple – Crestline Investors
Holly Gladstone – Moderator
- 3:15 – 3:45 p.m.** **Break**
- 3:45 – 4:30 p.m.** **Consumer Financing**
Ralph Gregory – Security Force
Curtis Kindred – ONIT Smart Home
Tim Meekin – DealerAlly
Rich Perry – Ackerman Security Systems
Bryan Lawrence – Moderator
- 4:30 – 5:15 p.m.** **New Trends – Where Tech is Taking Us**
Scott Harkins – Resideo
Nicolas Hurtado – Lennar Homes
Spencer Moore – Rapid Response Monitoring Services
Rob Jones – Moderator
- 5:15 – 5:30 p.m.** **Recognition of SDM’s Dealer of the Year**
CPI Security Systems – Ken Gill
- 6:30 – 9:00 p.m.** **Cocktail / Dinner Party**
Mediterranean Courtyard
Ponce de Leon I, II & III as back-up for inclement weather

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AGENDA (cont.)

FRIDAY, FEBRUARY 7, 2020

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

7:30 – 8:30 a.m. **Continental Breakfast**

8:30 – 12:00 p.m. **Presentation: Alarm Industry and Market Overview**
Michael Barnes – Barnes Associates

Note: There will be a Break from 10:00 – 10:30 a.m.

12:00 – 1:30 p.m. **Lunch**
Front Lawn
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 8, 2020

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**
Clubhouse Veranda
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.