



# 2017 IACOA Networking Conference

## Managing Risks

Saturday, June 3, 2017 & Sunday, June 4, 2017

The Woodlands Waterway Marriott Hotel, The Woodlands, Texas (Houston)

### Conference Agenda as of April 17, 2017

#### Friday, June 2, 2017

*(Friday attendance is optional unless you plan to attend the Board of Directors meeting, the Friday Shooting Competition or the Christopher Cross dinner concert. The competition and the concert are optional and require registration at additional cost.*

**08:30 AM – 01:30 PM**

**IACOA 2017 Shooting Competition** *(optional—additional fees apply)*

*Compete for Prizes in Handgun, Rifle & Archery*

*Optional Event for*

*Additional Cost*

*Early: \$145*

*Regular: \$155*

*Late: \$165*

The Saddle River Gun & Archery Range is a new facility where we will hold the IACOA 2017 Shooting Competition. Once again, valuable prizes will be afforded winners in each discipline of shooting, along with the best overall individual score and best overall team score. We'll have lunch at the Dosey Doe Big Barn, a 165-year old Kentucky tobacco barn that was dismantled and reconstructed in The Woodlands. In addition to serving authentic Texas style food with Texas portions, it also hosts concerts in this small, intimate setting.

If you're interested in attending, be sure to check the box for this optional event while registering for the Conference.

Event Organizers: *John Margaritis, IACOA Administrator & Linda Counts, IACOA Event Staff*

**03:00 PM – 07:00 PM**

**Registration Desk**, Tuscan Restaurant/Lounge

Sign in and pickup your Conference Bag containing your Name Badge, Program/Agenda, Promotional Items from IACOA Sponsors, and a local guide provided by The Woodlands CVB.

Registration Staff: *Linda Counts, IACOA Event Staff Member*

**03:00 PM – 05:00 PM**

**Board of Directors Meeting**, Alden Bridge Conference Room

Attendance is mandatory for all IACOA Directors, Officers, and Committee Members. IACOA Members in Good Standing are welcome and encouraged to attend.

IACOA Chairman of the Board: *Cliff Jordan*

**05:30 PM – 07:00 PM**

**Welcome Cocktail Reception**, Tuscan Restaurant/Lounge

Welcome to the IACOA 44<sup>th</sup> Annual Cash In Transit Networking Conference. Please join IACOA members, presenters, and invited guests to the Friday Night Cocktail Reception. Hors d'oeuvres will be served and the bar is hosted.

Reception Host: *IACOA President JR Davis*

**07:00 PM – 10:00 PM**

*Optional Event for  
Additional Cost*

*Early: \$165*

*Regular: \$175*

*Late: \$185*

**Christopher Cross Dinner Concert**, Dosey Doe Big Barn (*optional–additional fees apply*)

The Dosey Doe Big Barn is a 160-year old Kentucky tobacco barn reconfigured to hold intimate dinner concerts and seats only 400-people. John Margaritis has attended several concerts there and he highly recommends the venue for both the concert and for the food. It just happens that Christopher Cross is contracted for June 2<sup>nd</sup>, and the planning committee felt that many of our attendees might welcome the opportunity to see him in concert. For those of you who may not remember Christopher Cross, his big hits are from the 70s & 80s and include The Wind, Sailing, Never be The Same, All Right, and Arthur's Theme. The optional event fee includes transportation, dinner, and the concert.

**Please Note:** Buses will depart at 7:00 PM sharp from the Conference Center Entrance at the bottom of the Escalators.

Organizer: *Linda Counts, IACOA Event Staff Member*

**07:00 PM –**

**Evening On Your Own**

If you are not attending the optional dinner concert, this is an opportunity to have dinner with business associates and friends. The Woodlands Waterway is home to dozens of restaurants and taverns, all within walking distance of the hotel's front doors.

**Saturday, June 3, 2017**

**07:00 AM – 09:00 AM**

**Exhibitor Setup**, Waterway 4/5

The Exhibit Hall will be ready for setup by exhibitors at 7:00 AM. Those exhibitors that contracted for receiving and delivery services will find their shipments in their booths and ready to be unpacked and setup. Exhibitor company names will be displayed at each booth, and if any issues arise, both the exposition company and exhibit setup coordinators, Linda Counts & Steve Blount, will be in the Hall to offer assistance.

**Please Note:** Setup must be completed by 9:00 AM as the Exhibit Hall will be closed and all attendees expected to take their seats in the General Session.

Coordinators: *Steve Blount, IACOA AM Director & Linda Counts, IACOA Event Staff Member*

**08:00 AM – 07:00 PM**

**Registration Desk**, Waterway Pre-function, 2<sup>nd</sup> Floor

Sign in and pickup your Conference Bag containing your Name Badge, Program/Agenda, Promotional Items from IACOA Sponsors, and a local guide provided by The Woodlands CVB.

Registration Staff: *Linda Counts, IACOA Event Staff Member*

**09:00 AM – 09:15 AM**

**Opening Comments & Introduction of Attendees**, Waterway 6/7

President J.R. Davis will officially open the 2017 IACOA Annual Networking Conference with his opening statement and welcoming comments, immediately followed by an introduction of all members, conference attendees, presenters, and guests. Please be in your seat no later than 9:00 AM for the opening ceremony.

Opening Comments: *IACOA President J.R. Davis*

**09:15 AM – 10:00 AM**

**State of the CIT Industry**, Waterway 6/7

**Managing Risk:** Panelists will debate the pressing issues of the day confronting cash-in-transit businesses and the unique position of the armored car industry with growing

legal and compliance responsibilities. Remaining competitive, ensuring durability, and service reliability amongst independent firms continue as critical business objectives.

Panel Moderator: *J.R. Davis, Senior Vice President, Davis Bancorp*

Panelists: *Cliff Jordan, President, Rapid Armored Corporation; Renee Menzies-McCallum, Managing Director, Guardsman Armoured Ltd.; Juan Bravo, President, Ranger American Armored*

**10:00 AM – 11:00 AM      **How To Avoid Being A Conduit For Financial Crime, Waterway 6/7  
A Federal Prosecutor’s Perspective****

Honorable U.S. Attorney Kenneth Magidson of the Southern District of Texas addresses dangers armored car companies face as potential conduits for money laundering, fraud, and illicit conduct. Banks and financial institutions continue to shed cash-related functions, and the importance of viable controls, judicious client onboarding, and regulatory responsibilities under U.S. law demand consideration and understanding. A seasoned prosecutor, U.S. Attorney Magidson has dandle terrorism, violent crime, and financial crime cases as the chief federal law enforcement officer for one of the nation’s largest districts.

Presenter: *Kenneth Magidson, U.S. Attorney for the Southern District of Texas*

**11:00 AM – 12:00 PM      **Insider Threats & Cyber Security, Waterway 6/7****

**Traveling with Smart Devices:** As the FBI Strategic Partnership Coordinator for the Houston Division, our presenter’s primary responsibility is to develop partnerships with key public and private entities. He will speak about building awareness and enabling our members to identify and minimize insider threats and cyber risks, followed by a question and answer period.

Presenter: *Michael Morgan, Special Agent, FBI Houston Division*

**12:00 AM – 01:00 PM      **Luncheon & Exhibit Viewing, Waterway 4/5****

Lunch is served in the Exhibit Hall and you’re invited to visit exhibitor’s booths during the time allotted. Regular Members, be sure to bring the Exhibitor Raffle Card you received at the Registration Desk, visit every booth, obtain a booth sticker from each exhibitor to signify you stopped by, and fill your card. Later today, you can deposit your completed RM Raffle Card in a bowl for a chance to win a lap top computer, an iPad, or a similarly valuable electronic device. The drawing will be held during the Sunday night Top Golf event. Only Regular Members are eligible, no spouses, Associate Members, guests, speakers, or children. You must be present to win.

**Please Note:** The Exhibit Hall doors will close at 1:00 PM and all Regular & Related Operating Members are expected to be in their seats in Waterway 8 for the next session.

**01:00 PM – 01:30 PM      **Platinum Breakout Session, Cambli Group, Waterway 8  
Regular & Related Operating Members Only****

Presenter: *Martin Cousineau, CEO, Cambli Group, St. Jean-sur-Richelieu, Quebec, Canada*

**01:30 PM – 02:15 PM      **Exploring Marijuana Money, Virtual Currency Risks, & Justice Department Update,  
Waterway 6/7****

The Panel discussion will include the opportunities and risks associated with the expansion of medical and recreational marijuana in the United States, regulatory and insurance challenges, the proliferation of bitcoin ATMs, and requirements of doing business in these sectors while in the midst of dramatic legal updates from the U.S. Department of Justice.

Panel Moderator: *Robin Miles, Senior Vice President, JLT Specialty Limited*

Panelist: *Tom Finnegan, Vice President, Thillens Inc.*

**02:15 PM – 03:00 PM**

**FinCEN’s Culture of Cash In Transit Compliance, Waterway 6/7  
Profits & Perils of Financial Services**

The trend of outsourcing is rapidly increasing and armored car companies are continuing to assume a greater number of cash related responsibilities to remain competitive and viable. However, by extending service offerings beyond transportation, cash in transit operators are overtly stepping into the financial services space. From Bank Secrecy Act reporting and Enhanced Due Diligence, to Money Transmitter status and Anti-Money Laundering training, the new frontier of financial services represents new risks and new rewards.

Presenter: *Alan Cox, Deputy Associate Director, Financial Crimes Enforcement Network*

**03:00 PM – 03:30 PM**

**Platinum Breakout Session, BSM Technologies, Waterway 8  
Regular & Related Operating Members Only**

Presenter: *Jason Lehmann, Regional Sales Manager, BSM Technologies, Toronto, Ontario, Canada*

**03:30 PM – 04:00 PM**

**Platinum Breakout Session, Armor Safe Technologies, Waterway 8  
Smart Safes—Converting Cash to Digital Information  
Regular & Related Operating Members Only**

Presenter: *Larry Robinson, President, Armor Safe Technologies, The Colony, Texas*

**04:00 PM – 05:00 PM**

**Associate Member Director Nominations & Sound Off, Waterway 4/5**  
Director Steve Blount will moderate the 2017 Associate Member Director Nominations and Sound Off session at which only Associate Members may attend. This is your opportunity to discuss issues of concern with the group and with your elected representative Board Member, and to create an agenda for the following two (2) years. Nominations from the floor will be considered for any Associate Member in attendance to fill the vacancies of Steve Blount, AM Director, and Larry Robinson, Alternate AM Director. Each position is for a two (2) year term. One position is for a voting Director, and the second position is for a non-voting Alternate Director. To be considered a candidate, you must be present at today’s Sound Off session, and to be elected, you must be present at the Monday morning election.

Meeting Moderator: *Steve Blount, IACOA Associate Member Director*

**04:00 PM – 05:00 PM**

**Regular/Related Operating Member Elections & Sound Off, Waterway 8**  
President J.R. Davis will moderate the 2017 Regular/Related Operating Member Elections & Sound Off session. This is your opportunity to discuss IACOA and industry related issues, and for each member type to nominate their respective field of

candidates. To be considered a candidate, you must be present at the Saturday Sound Off session, and elections will be held immediately thereafter. The newly elected Directors will be seated at the Board of Directors meeting held Monday morning.

Meeting Moderator: *J.R. Davis, IACOA President*

**05:30 PM – 07:00 PM**

**Exhibit Hall Cocktail Reception, Waterway 4/5**

Join your fellow attendees for a hosted Bar with Hors d'oeuvres served amidst the exhibitor booths. Regular Members, if you have not yet completed your Exhibitor Card, now is the time to make sure your card is complete and deposit it into the Raffle bowl for a chance to win a lap top computer, an iPad, or a similarly valuable electronic device. The drawing will be held during the Sunday night Top Golf event. Only Regular Members are eligible, no spouses, Associate Members, guests, speakers, or children. You must be present to win.

**07:00 PM –**

**Evening On Your Own**

The Woodlands Waterway Marriott Hotel is part of The Woodlands Town Center District and includes restaurants, taverns, recreational facilities, a concert venue, and a shopping mall—all within walking distance. For more detail, see your Visitor's Guide or visit the Hotel's Concierge Desk.

**Sunday, June 4, 2017**

**08:30 AM – 12:00 PM**

**Registration Desk, Waterway Pre-function, 2<sup>nd</sup> Floor**

Sign in and pickup your Conference Bag containing your Name Badge, Program/Agenda, Promotional Items from IACOA Sponsors, and a local guide provided by The Woodlands CVB.

Registration Staff: *Linda Counts, IACOA Event Staff Member*

**09:00 AM – 09:45 AM**

**21<sup>st</sup> Century Insurance Implications, Waterway 6/7**

**Underwriting Emerging Risks:** Insurance underwriting remains vital to all cash in transit companies, especially within new markets like virtual currency and cannabis, and within electronic transfer of funds (i.e. ACH & wire). Panelists will weigh risks and underwriting consequences associated with emerging trends in the armored car industry.

Panel Moderator: *J.R. Davis, Senior Vice President, Davis Bancorp*

Panelist: *Toni Palmiotto, CEO-FAJS-USA, Willis of New York, Inc.*

**09:45 AM – 10:30 AM**

**Legal Developments & The Arrow of Regulatory Agencies, Waterway 6/7  
How Your Business Will Be Affected**

Presenter: *Jeffrey Pagano, Partner, Crowell & Moring LLP*

**10:30 AM – 11:15 AM**

**Federal Reserve Bank Update, Waterway 6/7**

**The Central Bank's Perspective:** The partnership between the Federal Reserve Bank and the armored carriers is critical to ensure the health of the cash cycle, and facilitate commerce between its participants. The Federal Reserve's cash policies and procedures maximize efficiencies while mitigating risks, often setting the standard of safety and

soundness testing. Representatives from the Cash Product Office will deliberate automation methods, compliance duties, and cash handling practices from the standpoint of the nation's central bank.

Presenters: *Steve Son, V.P. Business Operations, Federal Reserve Bank, Cash Product Office & Brian Weaver, Director, Business Finance Strategy, Risk Management, Federal Reserve Bank, Cash Product Office*

**11:15 AM – 12:00 PM**

**Cash Visibility Standards**, Waterway 6/7

**Automation's Silver Bullet?** Barcode scanning, signature capture, and package tracking carry sales appeal, but often represent operational challenges. In participation with the Federal Reserve Bank, GS1 U.S. has established uniform standards to serve as the model for the future of cash.

Panel Moderator *J.R. Davis, Senior Vice President, Davis Bancorp*

Panelists: *Cliff Jordan, President, Rapid Armored Corporation; Kimberly Allen, Project Manager, Business Outreach, Federal Reserve Bank; Steve Son, V.P. Business Operations, Federal Reserve Bank, Cash Product; Carrie Wilkie, GS1 U.S.*

**12:00 PM – 01:00 PM**

**Luncheon & Exhibit Viewing**, Waterway 4/5

Lunch is served in the Exhibit Hall and you're invited to visit exhibitor's booths during the extended time allotted. If you haven't already spent time visiting with each Exhibitor, please do so today. Remember that each Exhibitor has invested in IACOA and they deserve our attention not only during exhibition hours, but every day throughout the year. The next time your company orders goods or services, please give IACOA exhibitors an opportunity to be your supplier.

**01:00 PM – 01:30 PM**

**Platinum Breakout Session, JLT Specialties**, Waterway 8  
*Regular & Related Operating Members Only*

Presenter *Robin Miles, Senior Vice President, JLT Specialty Limited, Plano, Texas*

**01:30 PM – 02:15 PM**

**The Smart Safe Experience**, Waterway 6/7

**How To Prepare for the Shift from CIT to Smart Safes** The trend from CIT to Smart Safes is gaining momentum. All the national CIT companies offer Smart Safe solutions. All major financial institutions offer provisional credit options to their customers and are pushing the solution more often. Smaller/Regional financial institutions are now interested in starting programs due to the pressure from customers. Third parties are entering the market with A to Z solutions with Smart Safes. What is the correct strategy for independents to not only retain current customers but to take advantage of the shift that is taking place in the market? This shift could rival the advent of the ATM. ATMIA is now including Smart Safe discussions in their conference. This session will present options for the independent carrier to compete in this business segment.

Panel Moderator: *John Donohoo, President, Sectran Security Inc.*

Panelists: *Juan Bravo, President, Ranger American Armored Services, Inc.; Cliff Jordan, President, Rapid Armored Corporation*

**02:15 PM – 03:00 PM**

**Cash Room Efficiencies**, Waterway 6/7

**Changes & New Technologies Pushing Greater Efficiencies:** This session will provide an overview of cash movement from door to door, allowing for faster turnaround and

greater cash management efficiencies. Discussion will include software enhancements, cash handling procedures, and RFID portals.

Panel Moderator: *Renee Menzies-McCallum, Managing Director, Guardsman Armoured Limited*

Panelist: *Martin Bauer, Giesecke & Devrient Latin America*

**03:00 PM – 03:30 PM**      **Platinum Breakout Session, Coin Wrap Inc., Waterway 8**  
*Regular & Related Operating Members Only*

Presenter: *Steven Cole, Eastern Operations Manager, Coin Wrap Inc., Harrisburg, Pennsylvania*

**03:30 PM – 04:00 PM**      **Platinum Breakout Session, INKAS Group of Companies, Waterway 8**  
*Regular & Related Operating Members Only*

Presenter: *Philip Daskal, Vice President of Sales, INKAS Group of Companies, Toronto, Ontario, Canada*

**04:00 PM – 05:00 PM**      **Managing Risk & Conference Conclusion, Waterway 6/7**

**05:30 PM – 06:30 PM**      **Exhibit Hall Cocktail Reception, Waterway 4/5**

Join your fellow attendees for a hosted Bar with Hors d'oeuvres served amidst the exhibitor booths. At 6:30 PM, the Reception will end and we will board buses for the short ride to our Sunday night Top Golf Event. Please utilize the down escalator and exit the hotel for boarding.

**06:30 PM – 09:30 PM**      **Board Buses for Dinner & Tournament at Top Golf, 1<sup>st</sup> Floor Conference Exit**

When leaving the Exhibit Hall, take the down escalator to the ground floor and the waiting motor coaches. We're repeating the 2015 Sunday night event held at The Colony Top Golf facility, at an almost identical facility in Spring, Texas. Dinner and prizes will be awarded for all the usual Golf Tournament achievements. All Conference attendees are invited and encouraged to attend whether or not you want to swing a club. Top Golf is quite the spectacle and provides an entertaining venue on our last conference evening together.

**Monday, June 5, 2017:**

*(Monday attendance is optional unless you are an Exhibitor, an Associate Member planning to vote or run for a Director's seat, or you are otherwise required or plan to attend the Board of Directors meeting)*

**07:00 AM – 10:00 AM**      **Exhibitor Teardown, Waterway 4/5**

**08:30 AM – 09:00 AM**      **Associate Member Elections, Waterway 4/5**

Moderator: *Steve Blount, IACOA Associate Member Director*

**09:30 AM – 10:00 AM**      **Board of Directors Meeting, Waterway 8**

The Board of Directors will reconvene to seat the elected Directors, Officers,

and Committee Members. If you were elected or appointed to office attendance is required to be seated in your new position.

Moderator: *Cliff Jordan, IACOA Chairman of the Board*

***This completes the preliminary 2017 IACOA Annual Cash In Transit Networking Conference Agenda as of April 17, 2017. Revisions and the final version will follow in the weeks ahead.***