



INSIGHT

JULY 2019



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NEWSLETTER

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MARKSMAN
SECURITY CORPORATION



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CORPORATE CORNER

Meet Mark Radi,
President and Founder



Mark Radi
President and Founder

It is hard to believe our second quarter of the **16th year** of Marksman Security Corporation has already come to an end. Summer is in full swing, and while my children are enjoying the slower pace of summer vacation, there is no time for me to slow down and drink the lemonade. We are in a period of unprecedented growth. What this means to you as our team and partners is that we will be looking to each of you for your continued outstanding performance and give you the opportunity for professional growth. I am committed to you and committed to continue Marksman's reputation as the industry leader for exceptional quality and service.

Here are some highlights from our second quarter for 2019:

Priority to Marksman Core Values: *Commitment, Integrity, Service, Drive, & Innovation.* When I began Marksman Security Corporation I was not focused on growing the company to a large scale. My focus was delivering a quality of service that would differentiate us in the security service industry. With that strong Commitment to service and quality, Marksman has earned a great reputation across our markets. As a result, we have grown from our local roots in the South Florida market to now providing security for several Fortune 500 companies, landmark residential communities, corporate campuses, educational institutions and commercial real estate across the nation. We cannot lose sight of our Commitment and must make it our continued mission to provide the highest levels of customer service, not only to our client partners, but to each other within the organization. This unwavering commitment to our team will provide our partners with a level of security and customer service that is second to none. Together we have built and continue to build a company that we can be extremely proud of. A strong Commitment to our core values fortifies the culture of Marksman and will not waiver regardless of the size of our company.

Commitment to Employee Professional Development: As our company grows at unprecedented rates, the need to continuously train and retain our current team has to be a priority. Who else, if not you, already has expertise at your position? Whether you are assigned to a post, Site Supervisor, Director of Operations, or on our corporate team, one of your responsibilities is to focus on your team's promotability and give them the tools they need to be successful. We have invested in a new learning management system called Intellum, and created Marksman Security University (MSU). This software platform and MSU will be rolled out over the course of the year and will organize the delivery and execution of our company training. Every team member will have access to MSU. Team members will be able to participate in online training, reach a level of expertise in their own position, and have the ability to train for a desired position within Marksman.

Our Safety Performance continues to be strong: While we are trending in the right direction, it is essential that we do not take shortcuts that may compromise safety. No task is more important than managing your safety. Recently, we rolled out a new Safe Driver Operations course that all team members who operate vehicles must complete. Certification and Re-Certification of CPR, AED and First Aid are available to all company members. Our on the job safety training will be rolled into our MSU training and make it more efficient to train on site specific drills and procedures. Please ask your Director of Operations if you are interested in or in need of any of these courses.

Marksman Eastern and Western National Command Centers: Q2 marked the beginning production stages of two Command Centers which will serve as our dispatch centers as well as digital audio and video monitoring stations. The first will be located at our Fort Lauderdale, Florida headquarters to

cover the Eastern part of the United States and Las Vegas, Nevada to cover the West. Each fully functioning Command Center will operate independently and will have the capability to view and communicate with account locations. In the case of a national emergency or power outage, each Command Centers will be able to service the entire company from one location.

Software Enhancements: Our Corporate Leadership Committee saw the need to go paperless to improve efficiency and to decrease team workload. The implementation of Team Software in 2018 was the first step in this process. Q2 2019 has continued to show advancements in the roll-out of eHub and TeamTime. Your daily sign-in and sign-out activity is tracked through these tools, and it is essential for all team members to stay involved with any new updates and to get clarity on any questions you have.

New Uniform Vendor Ordering Software: In Q2, we have enjoyed the support of our uniform vendor who has developed and implemented a custom uniform ordering software program solely for Marksman. This program will allow branch offices and National Account Programs to streamline their ordering process and reduce wait times for uniform(s) distribution. A professional image has, and always will be paramount to the Marksman brand. We will continue to provide top of the line uniforms and tools for our team and clients as a key differentiator between us and other security providers.

Senior Executive Committee : Mark Radi (President, Co-Owner & Founder), Ezekiel (Zeke) Kaufman (CEO & Co-Owner), Shezad Moten (CSO), Harlan Press (CFO), Richard Mullan (COO) comprise our Senior Executive Committee (SEC). The SEC meets monthly to discuss all aspects of Marksman Security's functionality, business development and internal procedures. All directives will be given through the SEC moving forward. This committee will ensure the continuity of Marksman business practices on a national level.

I would like to extend my personal thank you to each and every team member and partner in our Marksman family. Whether you have just joined our team or you're a longstanding Marksman team member, please know that your energy, dedication and commitment make a difference each and every day. Being a part of the Marksman family for the past 16 years has been the most rewarding part of my professional life. When I have the pleasure of talking about our great company, I don't highlight what accounts we hold in our portfolio, I talk about the amazingly capable and talented team of professionals that separate Marksman from the pack. I'm pleased to say that Q3 and Q4 of 2019 look as promising as the first half of the year. Thank you for your continued commitment to Marksman Security Corporation. Truly I am grateful for each and every one of you.

Sincerely,

Mark Radi

Mark Radi, President and Founder | Marksman Security Corporation

Employee of the Month - April 2019

Orlando Alvarez | South Florida



*Orlando Alvarez, with
Senior Vice President, Medgar Love*

In April Marksman Security's South Florida team recognized the continued efforts of Site Supervisor Orlando Alvarez. Mr. Alvarez is a mainstay at the Diplomat in South Florida. Like so many of our security officers and concierges Mr. Alvarez doesn't just work a position at the Diplomat, but more impressively he delivers an effort, a dedication, and a personality that have helped to contribute to the very character of the Diplomat.

Mr. Alvarez has been with Marksman Security about six years and has been counted on time and time again to assist with clients from South Dade all the way up to Central Florida!

South Florida's Operations team appreciates the fact that they count on Mr. Alvarez to contribute to the fabric of not only the Diplomat, but several other client properties as well. Our team in South Florida did however cite one drawback about Mr. Alvarez, on the occasions where he has assisted with clients other than the Diplomat, none of the client managers ever wanted Orlando to leave. Those are exactly the kinds of "problems" we at Marksman Security love to have, and for that and so many more reasons, Orlando Alvarez is our April Employee of the Month!

Employees of the Month - May 2019 Kesha Callier, Zachary Garcia, Salvador Bracamonte, and Everett Hunley

Las Vegas, NV

Late in the afternoon of May 30, 2019, Marksman Security Officers at The Ridges in Las Vegas, NV., responded to a tragic traffic accident that had occurred within the community. The single vehicle accident left multiple occupants with significant injuries. Within moments of the accident, Marksman Security Officers responded to the scene and rendered aid and assistance. Unfortunately, one passenger lost their life and two others suffered injuries. Our officers on-duty that day demonstrated numerous Marksman Core Values and went above

and beyond the call of duty. This singular event quickly morphed from one unique mission to another, from accident response to crime scene preservation to traffic control, this incident required every bit of our team's professionalism and wherewithal. For demonstrating tremendous commitment and professionalism under extraordinary circumstances Marksman Security would like to recognize Officers Kesha Callier, Zachary Garcia, Salvador Bracamonte, and Director of Security Everett Hunley for their service to The Ridges community.



Kesha Callier



Zachary Garcia



Salvador Bracamonte



Everett Hunley



Employee of the Month - June 2019

Donny Wilkens | Atlanta, GA

Our employee of the month for June is Director of Security Donny Wilkens. Mr. Wilkins has been a staple at Crown Pointe in Atlanta's Central Perimeter submarket for the last couple of years. Crown Pointe is home to Marksman Security's Atlanta branch office and is comprised of two Class A buildings totaling over a half million square feet. Almost daily you can find Mr. Wilkins fostering a consistent and trusting relationship with our client's tenants and their guests. Since our installation at Crown Pointe, Mr. Wilkins high standards have mirrored that of Marksman's at almost every turn.

Mr. Wilken's has helped to select, train, and lead a security team that fosters a sense of pride for Marksman, and engenders a sincere trust from our client.

Recently Mr. Wilken's accepted a promotion to Director of Operations where he will join Mr. Eric Fish in serving both our officers and clients throughout the rapidly expanding Atlanta region.

It has been a pleasure and an honor for him to be a member of our Marksman family in Atlanta and we congratulate him on being named June's Employee of the Month, and of course the aforementioned promotion!

Help us recognize Marksman Security employees making a difference in your region. Submit your nominations for Employee of the Month by visiting any page of our website and clicking on the NOMINATE tab. If your nominee is selected for Employee of the Month, we will gladly award you a \$50 Visa Gift Card!



Monthly Feature

Seriously Summer

Summertime, kids are out of school, morning commutes are more pleasant, days are long and the smell of barbeque is just about everywhere.

For so many of us this time of the year is about some rest and relaxation and vacationing either with, or to see, family. It is easy to fall into the grip of carefree lazy days, but the summertime also represents seasonal situations that should not be ignored.

While hurricanes may not threaten all the geographic markets serviced by Marksman Security, heat related illnesses remains a concern everywhere we serve throughout the contiguous United States.


This quarter we will look at heat related illness, what are heat related illnesses and what are some of the warning signs and preventative measures that you can apply to both your work and home life.

Heat illnesses, like heat exhaustion or heat stroke are typically brought about by prolonged or intense exposure to hot temperatures or direct sunlight. These potentially deadly conditions occur when the body is not able to adequately cool itself.

- **Heat Exhaustion:** Often times exposure to summer temperatures coupled with factors such as high humidity or strenuous activity can bring about this condition. Common symptoms include heavy sweating and a rapid pulse. Some immediate treatments include seeking shade or air conditioning, consume cool liquids (water works best), loosen clothing.
- **Heat Stroke:** This is considered the most serious of heat illnesses and is a true medical emergency. This condition, also referred to as “sunstroke”, must be treated immediately; damage to the brain and other internal organs, and even death can result from this. Common symptoms include dizziness and light-headedness, throbbing headache, lack of sweating in spite of the heat, muscle cramps/weakness, nausea/vomiting, red or hot skin, shallow/rapid breathing, rapid heartbeat (weak or strong).

HEAT-RELATED ILLNESSES

WHAT TO LOOK FOR	WHAT TO DO
HEAT STROKE	
<ul style="list-style-type: none"> High body temperature (103°F or higher) Hot, red, dry, or damp skin Fast, strong pulse Headache Dizziness Nausea Confusion Losing consciousness (passing out) 	<ul style="list-style-type: none"> Call 911 right away-heat stroke is a medical emergency Move the person to a cooler place Help lower the person's temperature with cool cloths or a cool bath Do not give the person anything to drink
HEAT EXHAUSTION	
<ul style="list-style-type: none"> Heavy sweating Cold, pale, and clammy skin Fast, weak pulse Nausea or vomiting Muscle cramps Tiredness or weakness Dizziness Headache Fainting (passing out) 	<ul style="list-style-type: none"> Move to a cool place Loosen your clothes Put cool, wet cloths on your body or take a cool bath Sip water <p>Get medical help right away if:</p> <ul style="list-style-type: none"> You are throwing up Your symptoms get worse Your symptoms last longer than 1 hour
HEAT CRAMPS	
<ul style="list-style-type: none"> Heavy sweating during intense exercise Muscle pain or spasms 	<ul style="list-style-type: none"> Stop physical activity and move to a cool place Drink water or a sports drink Wait for cramps to go away before you do any more physical activity <p>Get medical help right away if:</p> <ul style="list-style-type: none"> Cramps last longer than 1 hour You're on a low-sodium diet You have heart problems
SUNBURN	
<ul style="list-style-type: none"> Painful, red, and warm skin Blisters on the skin 	<ul style="list-style-type: none"> Stay out of the sun until your sunburn heals Put cool cloths on sunburned areas or take a cool bath Put moisturizing lotion on sunburned areas Do not break blisters
HEAT RASH	
<ul style="list-style-type: none"> Red clusters of small blisters that look like pimples on the skin (usually on the neck, chest, groin, or in elbow creases) 	<ul style="list-style-type: none"> Stay in a cool, dry place Keep the rash dry Use powder (like baby powder) to soothe the rash



Some immediate treatments include seeking emergency assistance (contact 911), and begin cooling strategies. Common cooling methods include wetting the victims clothing with cool water, submerging the victim in a tube of cool water. Ice packs can be applied so long as the victim is not elderly, young children, or the chronically ill.



Some factors that might increase your risk of developing a heat-related illness include:

- *High levels of humidity*
- *Sunburn*
- *Alcohol use*
- *Obesity*
- *Fever*
- *Dehydration*
- *Prescription drug use*
- *Heart disease*
- *Mental illness*
- *Poor circulation*





Quarterly Spotlight Ron Parker

A new addition to our newsletter is the Spotlight feature. One of the strengths of Marksman Security has always been our people. We are a company comprised of fascinating individuals from diverse backgrounds, all with commitment to not only our clients, but to one another. The Spotlight will focus on some of the interesting and compelling co-workers among us.

This quarter we would like to introduce you to Ron Parker who is one of the newest members of Marksman Security Corporation's Las Vegas team. Ron relocated to Nevada from Chicago in September of 2018. Ron joined Marksman in late last fall and has quickly become a valued asset to our Operations Team. Ron's extensive

experience in the security industry dates back to the early 1990's. Ron has supervised and managed officers in several security verticals including Hotel Security, Retail Loss Prevention, Logistical Asset Protection, and Armed Protection.

Currently, when Ron is serving one of Marksman's largest markets he spends some of his off hours working as either an actor or director in Independent films, commercials and radio.

Ron has starred in television shows like Chicago Fire and Chicago PD.

Some of Ron's film credits include the 2008 superhero blockbuster, "The Dark Knight", and 2011's "Source Code", which starred Jake Gyllenhaal. Ron's television commercial credits include several national campaigns for companies such as McDonalds and H&R Block. Ron also enjoys performing voiceover work as well.

Ron has also paired his passion for media and entertainment with his philanthropic spirit and formed his own production company as a way to reach out and give back to Inner-City youth in the Chicagoland area. Ron has produced public service announcements, or PSA's for health awareness organizations, afterschool & summer programs as well as a variety of other youth-oriented projects.

We hope you enjoyed this quick glimpse into our very own Ron Parker, just one of the thousands of interesting security professionals we are proud to have represent us day-in and day-out throughout America!




INSIGHT



MARKSMAN
SECURITY CORPORATION

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