

OFOA 2025 DAY 1

Welcome to Pensacola, FL OFOA 2025 Conference

09.16.2025 | 08.00 AM - 08.00 PM

8:00 AM: Departure for Blue Angels Training Session

Sponsored by: AAC Distributing

Grab & Go Breakfast Location: White Sands (1st Floor)

Sponsored by: CompanyCam

Participants must have registered in advance for this activity. Wear comfortable clothing and shoes. Light breakfast and coffee provided.
Participants will board a bus to the city ferry to the viewing area.

8:30 AM Departure time

9:00 AM – 11:30 AM: Blue Angels Training Session

Return to Hilton & Lunch on own

Registration Desk / Check-in 2:00 PM - 5:00 PM

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

Owners (only) Board Meeting General Assembly

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

3:00 PM - 4:30 PM

Speaker: Mike Jones, JFI, LLC - Orkin Pest & Termite Control

Topic: *Motivating the Competitive Spirit - How we can be a catalyst to success by creating a competitive, engaging and fun environment within our operations.*

Speaker: Todd Sawyer, Sawyer Inc - Orkin Pest Control

Topic: *Culture by Choice - How does culture develop, how it impacts results and what to do if it needs to change.*

1:00 PM – 3:00 PM: Vendor Set-up

Location: Exhibit Hall (Emerald Coast 2 - 2nd Floor Tower 2)

6:00 PM - 8:00 PM Owners & Champion Sponsors (only) Dinner

Location: Aqua Vista (outdoor dinner)

Dinner Sponsored by: MGK

Bar Sponsored by: The Bancorp Bank



OFOA 2025 DAY 2

OFOA 2025 Conference

Pensacola, FL

09.17.2025 | 08.00 AM - 08.00 PM

Registration Desk / Check-in 7:30 AM - 5:00 PM

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

8:00 AM: Welcome Breakfast - open to all

Location: White Sands (1st Floor)

Sponsored by: [Zoom Info](#)

Business Sessions

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

9:00 AM – 10:00 AM

Speaker: Gordon Melerine Jr. Orkin USA Director

Topic: *State of the Franchises*

Speaker: Greg Saladino, Orkin USA Sales Manager Commercial Division

Topic: *Commercial Sales*

10:15 AM - 11:15 PM

ChampionPlus Sponsor Presentation

Speaker: Jack Searls, AAC Distributing

Topic: *Rodent Exclusions: Turning Infestations into Income*

11:30 AM - 12:30 PM

What's the Buzz (Owners Only Roundtable)

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

Topic: *Best Practices*

12:30 PM – 1:30 PM: Lunch - open to all

Location: White Sands (1st Floor)

Sponsored by: [Seaira Global](#)

1:30 PM - 3:30 PM Spouse / Guest Activity

Painting with a Twist

Location: Coral Reef Room (1st Floor)

Sponsored by: [Syngenta](#)

1:30PM - 2:45 PM

Champion Sponsor Fire drills

Location: Exhibit Hall (Emerald Coast 2 - 2nd Floor Tower 2)

1:30 PM - 2:45 PM GROUP A - Participates in Fire drills

1:30 PM - 2:45 PM GROUP B - Attends Kevin Whitehead presentation

Owners Groups A & B alternate presentations

Speaker: Kevin Whitehead, Human Resources Director, Orkin USA

Topic: *HR Issues / Employee Retention & Pay Plans*

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

2:45 PM - 4:00 PM GROUP A - Attends Kevin Whitehead presentation

2:45 PM - 4:00 PM GROUP B - Participates in Fire drills

5:30 PM - 8:00 PM President's Award Dinner - open to all

Location: White Sands (1st Floor)

Dinner Sponsored by: [GoGPS](#)

Bar Sponsored by: [Bell Labs](#)



OFOA 2025 DAY 3

OFOA 2025 Conference

Pensacola, FL

09.18.2025 | 08.00 AM - 04.00 PM

Registration Desk / Check-in 7:30 AM - 5:00 PM

Location: Aquamarine 1 & 2 (2nd Floor Tower 2)

8:30 AM: Welcome Breakfast - open to all

Location: White Sands (1st Floor)

Sponsored by: Applause

9:30 AM - 10:30 AM

Advocate Fire Drills

Location: Emerald Coast (2nd Floor - Tower 2)

9:30 AM - 10:30 AM GROUP A - Participates in Fire drills

9:30 AM - 10:30 AM GROUP B - Attends Sandy Maddox's presentation

Speaker: Sandy Maddox, Capital Square, L L C

Topic: *Estate Planning*

Location: Aquamarine 1 & 2 (2nd Floor - Tower 2)

10:45 AM - 11:45 AM GROUP A Attends Sandy Maddox's presentation

10:45 AM - 11:45 AM GROUP B Participates in Fire Drills

12:00 PM – 1:00 PM: Lunch - open to all

Sponsored by: Nisus Corporation

1:00 PM - 1:30 PM

Supporting Sponsor Fire drills

1:00 PM - 1:45 PM GROUP A - Participates in Fire drills

1:00 PM - 1:45 PM GROUP B - Attends Keith Gaudreault's presentation

Speaker: Keith Gaudreault, Goodrow Orkin Franchises

Topic: *Managing Sales*

Location: Aquamarine 1 & 2 (2nd Floor - Tower 2)

2:00 PM - 2:45 PM GROUP A - Attends Keith Gaudreault's presentation

2:00 PM - 2:45 PM GROUP B - Participates in Fire drills

2:30 PM - 3:00 PM

Speaker: Sheri Cunningham, MGK

Topic: *Beyond the Spray – Pro Tips for Effective Pest Control*

Location: Aquamarine 1 & 2 (2nd Floor - Tower 2)

3:00 PM Closing Remarks

Farewell Pensacola

Jennie Cash, OFOA President

Location: Aquamarine 1 & 2 (2nd Floor - Tower 2)

3:30 PM

Happy Hour & Dinner on Own

Location: Red Fish | Blue Fish, 5 Via De Luna, Suite B, Pensacola Beach

(Across the street from the Hilton)

