

GO Beyond 2024 Agenda



June 12th - 13th, 2024
Music City Center - Nashville, TN

Wednesday, June 12th - Separate ticket required

7:30pm-9:30pm - Networking Night at Music City Center
Includes Appetizers and Bar (1 drink tickets)

Thursday, June 13th-7:30am-4:00pm

Registration/Networking/Breakfast

7:30am-8:00am - Registration & Networking

8:00am-9:00am - Breakfast/Welcome Speech/Key Note Speaker-Gloria Larkin, Targetgov.com

Session

9:00am-9:30am - Advanced Session-Room 209B - Joint Venturing and Teaming For New Business Opportunities with Josh Mullen-Womble, Bond, Dickinson

9:00am-9:30am - Novice Session-Room 208A - How to Get the Most Out of Today with Paul Middlebrooks, TN APEX & Paul Buerkle, TVA

One-on-One Match Making for Experienced & High Potential Small Businesses - 9:45-11:45am

Contracting Panels - 9:45am-11:45am

9:45am-10:15am Panel 1 - Federal, State, Local Agencies, Moderator: Patrick Rodriguez, Deputy District Director, U.S. SBA

- 5 minute transitional time -

10:20am-11:05am Panel 2 - Primes, Moderator: Chris Smith, Anderson & Catania

- 5 minute transitional time -

11:10am-11:45am Panel 3-Financing & Bonds-Now I have the Contract, What Do I Do? With Sue Malone & Chris Smith, Moderator: Reggie Polk, Polk & Associates Construction

Exhibit Hall Networking - 11:45am-12:30pm

Lunch / Comic Relief with Brian Covington - 12:30pm-1:30pm

Exhibit Hall Networking - 1:30pm-2:15pm

Sessions

2:15pm-3:00pm - Advanced Session-Room 209B - How to Do Business With GSA with Major George, GSA Small Business Specialist

2:15pm-3:00pm - Novice Session-208A - Teach a Man to Fish:Federal Contracting Business Development with Jason Johnston, Procurement Analyst/Procurement Center Representative (PCR)SBA

Break - 3:00pm-3:10pm

Sessions

3:15pm-4:00pm - Advanced Session-What's New, Exciting, Time-Saving, and Scary in ChatGPT and Other A.I.Tools for Government Contractors with Gloria Larkin, targetgov.com

3:15pm-4:00pm - Novice Session-What Should I Do Next? Turn Your Connections into Money with Paul Middelbrooks, TN APEX & Paul Buerkley, TVA

