

GACO APEX Accelerator's
36TH PROCUREMENT
OPPORTUNITIES FAIR

*Navigating the Future Together:
Strategic Collaboration in Government Contracting*

NOV. 13, 2025

Monroeville Convention Center
Monroeville, PA

OFFICE OF THE PRESIDENT

November 13, 2025

Dear Business and Community Partners,

Welcome to the 36th Annual Procurement Opportunities Fair hosted by the Government Agency Coordination Office (GACO), an APEX Accelerator. Pennsylvania Western University's California campus is proud to continue its longstanding government contracting services to businesses in our community.

This fair offers great opportunities for networking; to make the most of the day, speak with the representatives at each booth and attend the various training seminars. Learn how GACO can assist your business in pursuing contracts and subcontracts with national, state, and local government agencies by stopping by their booth.

Since commencing operations in 1985, our GACO program has helped businesses obtain over 68,000 contracts totaling over \$4.9 billion. Many of these contracts are a direct result of the procurement fairs we have sponsored. We are committed to continuing our work as an APEX Accelerator by aiding businesses in our communities and supporting our government agencies.

I extend a sincere thanks to all our sponsors, government agencies, prime contractors, and resource partners for your continued commitment to helping businesses in the region. Without your support, we could not hold this event.

Thank you for attending and have a productive day.

Best regards,



Jon Anderson, Ph.D.
President



AGENDA

Thursday, Nov. 13, 2025

7 - 7:45 am	Booth Set Up/Registration	North Main Hall
8 - 8:15 am	Opening Remarks	North Main Hall Kate Lacey Glodek, Director – GACO APEX Accelerator <i>PennWest California</i>
8:15 - 9 am	Five Collaboration Pathways to GovCon Success	North Main Hall Guy Timberlake Go-To-Guy Timberlake Chief Visionary, CEO and Co-Founder <i>The American Small Business Coalition</i>
9 am - Noon	Virtual Booths	North Main Hall
9 am - 2 pm	Booth Area Open	North Main Hall
11:30 am - 12:30 pm	Seven Habits for Winning in Federal Contracting	North Main Hall Guy Timberlake Go-To-Guy Timberlake Chief Visionary, CEO and Co-Founder <i>The American Small Business Coalition</i>
12:30 - 1:30 pm	Lunch	North Main Hall
1:30 - 2:30 pm	Capability Statements: Taking Yours from Good To Great	North Main Hall GACO Counselors – GACO APEX Accelerator <i>PennWest California</i>
2 pm	Booth Area Closes	North Main Hall

TRAINING SESSIONS

KEYNOTE ADDRESS:

FIVE COLLABORATION PATHWAYS TO GOVCON SUCCESS

8:15 - 9 am • North Main Hall

TO FIND YOUR WAY, UNDERSTAND THE PATHWAYS.

Government contracting exists because private sector entities bring abilities, capabilities, and capacities that result in lower costs, increased efficiencies, and achieved innovations that supercharge Government agencies to address priorities more effectively, and at scale.

In federal contracting, success requires collaboration by and between agencies, vendors, and resource partners—the foundation of the Five Collaboration Pathways to GovCon Success. Understanding how these pathways drive the ecosystem forward creates opportunities for everyone to travel a straighter line to intended outcomes.

In this interactive keynote, Go-To-Guy Timberlake reveals how the collaboration pathways framework helps fuse agency priorities with strategic partnerships so Government and Industry can leverage each other's strengths.

This session kicks off with a GovCon Family Feud audience participation game! Will you answer the call? Survey says...

SEVEN HABITS FOR WINNING IN FEDERAL CONTRACTING

11:30 am - 12:30 pm • North Main Hall

BETTER HABITS PRODUCE BETTER RESULTS.

In this high-impact session, Go-To-Guy Timberlake shares seven foundational insights most contractors never learn accurately, if at all. This missed knowledge results in limited growth potential due to diminished ability to see the federal contracting marketplace clearly, and in context.

You'll gain critical understanding about where opportunities start, how agencies buy, who customers really are, and how to identify and engage them before solicitations appear. Go-To-Guy delivers information-in-context that corrects misconceptions and enables better decision-making.

No theory and no fluff. Just strategic fundamentals that deliver results. Seeing clearly and winning more starts here.

PRESENTER:

Guy Timberlake
Go-To-Guy Timberlake | Chief Visionary, CEO & Co-Founder
The American Small Business Coalition

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ABOUT GUY TIMBERLAKE

Guy "Go-To-Guy" Timberlake transforms struggling federal contractors into confident competitors through 35+ years of frontline expertise and battle-tested strategies. As CEO of The American Small Business Coalition, a force multiplier for the small business community championing growth and success in federal contracting since 2004, he has revolutionized how thousands of companies approach the federal marketplace.

Guy earned his legendary "Go-To-Guy" call sign when Air Force and Navy buyers consistently told colleagues to "go to Guy to ensure the job is done right" – a reputation for delivering results that now defines his speaking engagements. He doesn't just inform audiences; he transforms their entire approach to federal contracting.



TRAINING SESSIONS

CAPABILITY STATEMENTS: TAKING YOURS FROM GOOD TO GREAT

1:30 - 2:30 pm • North Main Hall

Capability Statements are widely used by government decision makers and prime contractors in their evaluation of a company's expertise and readiness for resolving their procurement needs. A poorly developed Capability Statement is a roadblock to contracting opportunities. This workshop is a deep dive into best practices and valuable methods for revitalizing a Capability Statement into a winning networking and marketing tool.

You'll receive:

- A professional evaluation of your current Capability Statement
- Knowledge of Contracting Officer's and Primes Expectations
- A walk through of what works in an effective Capability Statement
- Methods for Marketing your newly enhanced Capability Statement

Regardless of the size of the company you represent, this workshop will benefit you.

PRESENTERS:

Dr. Pricilla Robertson, Government Contracting Specialist
James D. Free, Government Contracting Specialist
Valerie Kachur, Government Contracting Specialist
Government Agency Coordination Office (GACO) APEX Accelerator
PennWest California

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