



Tracy A. Barkhimer

Founder and President, TABASCo

Tracy Barkhimer is an accomplished acquisition strategy consultant offering her expertise, skill, and laser-focused strategy to clients that want to do business with Naval Air Systems Command (NAVAIR). Tracy’s 25 years as a U.S. Navy defense acquisition professional — including Program Manager for Air

Combat Electronics at NAVAIR and stints with Lone Star Analysis and Boeing — has positioned her to assist clients in securing coveted contracts. She has the vision, vocabulary, and voice to ensure successful interactions with NAVAIR.

A former Navy helicopter pilot, Tracy employs her training acumen with her drive and can-do attitude to help clients produce winning proposals, earn Navy contracts, and maintain existing business relationships. Working as a liaison between NAVAIR and prospective clients, Tracy’s ability to translate complex language for both entities serves as the foundation for mutually beneficial relationships.

Tracy started her consulting business in 2019 after three years working as a Boeing Representative to NAVAIR, Program Executive Officer Unmanned Aviation and Strike Weapons and Vertical Lift programs. Prior to that, she spent two years as Director for Navy & Marine Corps Programs with Lone Star Analysis. Earlier in her Navy career, Tracy served a tour of duty in the U.S. House of Representatives Office of Legislative Affairs, which offered her additional exposure to the government’s process for determining policies related to national defense, related priorities and needs as a customer. The experience helped Tracy better understand from start to finish the acquisition processes and legislative processes to get the Warfighter what they need.

Originally from Staten Island, New York, Tracy has lived in Southern Maryland since 1996. She earned a Bachelor of Engineering degree in Electrical Engineering from State University of New York, Maritime College and a Master of Science degree in Aviation Systems from the University of Tennessee Space Institute. When she’s not working on acquisition strategy, Tracy and her husband are busy juggling the joys of raising a daughter and twin sons.