



January Newsletter

National Security Highlights



A Note from the President

*Tracy Gregorio,
President, Women in
Defense Greater
Hampton Roads*

As we begin a new year for Women in Defense Greater Hampton Roads (WIDGHR), I am honored to serve as your president. Together, we stand at the forefront of a dynamic defense community fostering collaboration, innovation, and growth.

The incoming U.S. administration's focus on streamlining defense operations offers new opportunities to address key challenges. Clearer compliance guidelines will help reduce burdens on smaller contractors. Digital tools are expected to expedite awards and modifications, boosting efficiency in contracting processes. Lastly, simplified cost and pricing requirements will empower contractors to compete effectively while optimizing their expertise.

WIDGHR will track and communicate updates on these changes to members, ensuring you are informed and prepared to navigate this evolving landscape. Through networking, mentorship, and development, we can strengthen the Hampton Roads defense community and position ourselves as leaders in this transformative time.

Thank you for your dedication. I look forward to working with all of you.

*With gratitude,
Tracy Gregorio*

P.S. We welcome Bank of American for stepping up as our inaugural Foundation Partner for 2025. The WID National theme for FY25 is Foundations for the Future. Join us!

2025 has ushered in a new era of opportunities for the United States, particularly in the realm of strengthening military capabilities and addressing global security challenges. When the new administration took office on January 20th, its strategic focus was set on countering global adversaries like China, Russia, Iran, and North Korea. Key initiatives are under consideration include revitalizing efforts like the Justice Department's China Initiative to safeguard intellectual property and combat espionage. Additionally, the administration plans to reassess defense policies, which could involve recalibrating emissions and fuel economy standards and redirecting resources from electric vehicle programs to enhance national defense capabilities.



For Hampton Roads, this shift heralds a vibrant future. Known for its strategic naval bases, shipbuilding prowess, and extensive military infrastructure, the region stands to gain immensely:

- **Surge in Defense Investment:** With Naval Station Norfolk and other military hubs, Hampton Roads is poised for:
 - **Shipbuilding Renaissance:** More contracts for new ships or upgrades, invigorating shipyards, which could lead to job creation and economic upliftment.
 - **Military Infrastructure Development:** Enhancements and expansions at bases could stimulate local economies through construction and related services.
- **Booming Defense Contracts:** An increase in defense budgets opens doors for:
 - **Local Businesses:** Increased opportunities for defense suppliers, contractors, and small businesses to engage in government contracts, fostering local industry growth.

- **Innovation Hub:** Investment in defense-related R&D could turn Hampton Roads into a hotbed for technological innovation, especially in cybersecurity and naval technology, benefiting local universities and tech startups.
- **Opportunities for Business Leaders:**
 - **New Markets:** With defense spending on the rise, our businesses have the chance to tap into new markets, from manufacturing to tech services.
 - **Leadership and Networking:** This environment encourages our businesses to take leadership roles in defense-related industries, offering platforms for networking, and influence in shaping local economic strategies.

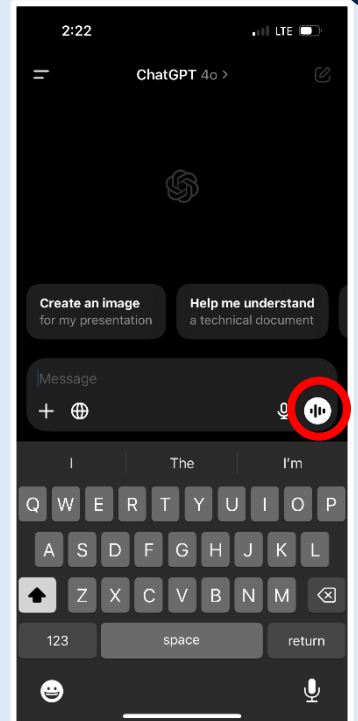


Hampton Roads is on the cusp of a transformative period, where the region's strategic importance in national defense could catalyze a broad spectrum of economic and societal benefits. The policy shifts under the new administration are gateways to prosperity and innovation. As this area adapts to these changes, it's an exciting time for all of our businesses to redefine their roles and contributions in this dynamic defense-centric ecosystem.

AI Tip of the Month

Did you know ChatGPT's voice functionality can help you hone your business development skills? By establishing roles and using voice capabilities, it can help you prepare for customer meetings:

1. **Simulate Realistic Conversations:** Ask ChatGPT to role-play as a potential client. Provide details about the client's industry, needs, or challenges, and it will simulate an interactive business meeting. For ChatGPT-plus users, you can use the button shown on your phone to have a conversation with it.
2. **Receive Real-Time Questions:** ChatGPT can ask insightful questions based on the simulated scenario, challenging you to refine your pitch and responses.
3. **Request Constructive Feedback:** After the mock meeting, ask ChatGPT for feedback on your answers. It can evaluate your clarity, relevance, and persuasiveness, giving you actionable advice to improve.
4. **Hone Your Delivery:** Practice until you feel confident with your messaging and tone, ensuring you're well-prepared for any question or curveball a real client might throw your way.



Try this prompt...

Act as a potential client in a business development meeting. Your company focuses on [insert client focus] and my company specializes in [insert your business focus]. Please ask me questions about my services, pricing, and how I can address your needs.

Heard at the Congressional Water Cooler...

The 119th Congress officially convened on January 3rd, marking the start of a new legislative session in Washington, D.C. Republicans hold control of both the House and Senate, with Speaker of the House, Mike Johnson, leading the House and Senate Majority Leader, John Thune, overseeing the Senate. This alignment will provide the Republican party with an opportunity to advance its legislative priorities.

The Presidential Inauguration on January 20th officially marked the start of President Donald Trump's second term. The Inauguration set the stage for the new administration to outline its priorities for the first 100 days. In the weeks following the inauguration, the Senate will turn its attention to high-profile cabinet nomination hearings as it works to confirm President Trump's key officials. The confirmation process will be closely watched for insights into the administration's plans and potential impacts on federal programs.

Meanwhile, reconciliation discussions are well underway as lawmakers explore using this budget tool to fast-track certain legislative priorities that align with President Trump's new agenda. Reconciliation allows Congress to pass measures related to spending, revenue, and debt limits with a simple majority in the Senate, avoiding the usual 60-vote threshold. This tool could be critical for advancing initiatives on tax reform, defense spending, border issues, or other high-profile economic policies.

In the meantime, Congress will work to address looming deadlines for federal appropriations, with a continuing resolution currently keeping the government funded through March 14th, 2025. These discussions remain critical for defense-related programs as lawmakers negotiate funding levels for procurement, research, and workforce development. Stakeholders should keep a close watch on developments to understand how these decisions may shape opportunities and challenges in the defense sector.



For more Women in Defense Greater Hampton Roads news and information, select the following icons.



Hampton Roads Chamber Business Social

January 28th, 2025

The Hampton Roads Chamber is an advocate for business growth and economic development in the region, connecting professionals, entrepreneurs and leaders. Join them at Crowne Plaza, in Virginia Beach Town Center, for an evening of networking and hors d'oeuvres. Learn more, [here](#).



SAME Mid-Atlantic Small Business Outreach and Industry Day

February 24th-26th, 2025



The Society of American Military Engineers (SAME) is hosting an industry day and small-business outreach event at the Virginia Beach Convention Center. This event connects small businesses with government agencies and industry leaders, offering networking opportunities, business sessions, and one-on-one meetings to foster partnerships and success in the federal A/E/C industry. Learn more, [here](#).

2nd Annual Hampton Roads Small Businesses of the Navy Conference

March 13th-14th, 2025

The conference will feature speakers and panels, a vendor exhibit hall, networking, and matchmaking between Vendors, Prime Contractors, and Government Agency representatives. This is a unique opportunity to present your capabilities to interested buyers and small business office representatives at agencies and large prime contractors. Learn more, [here](#).

Foundations for the Future

March 26th, 2025

Save the date! Join WIDGHR for "Foundations for the Future—Through Mentoring," a special event celebrating Women's History Month and empowering the next generation of leaders. More details to come!

Featured Member Spotlight



Tashaya Singleton

Certified Risk Manager

TJS Financial Solutions

Tashaya Singleton is the founder of TJS Financial Solutions, a company dedicated to empowering women to achieve financial autonomy. She also serves as a Board Member at-Large for Women in Defense, Greater Hampton Roads (WIDGHR), where she values connecting with like-minded women who take ownership of their paths and support each other's growth.

In addition to her work, Tasha is a multi-talented entrepreneur and content creator. She runs the [Women, Books, and Business](#) newsletter, hosts a weekly show called [The Secrets of Earning Money](#), and recently published her book, *The Financial Reset Plan*.

A trusted expert in risk management and financial consulting, Tashaya is an excellent resource for those seeking guidance.