



ISSUE 4 – OCTOBER 2013

INSIDE THIS ISSUE



Letter From The President 2



Three Saints Bay Support 2



Barling Bay Launches New Strategic Plan 3



Barling Bay Hosts TSB and Old Harbor Leadership 3



The Business Development Puzzle 4



Barling Bay Team Building Tailgate 4



Here We "Grow" Again & Community Involvement 5



Stay Tuned! Lunch & Learn Series Update 6



Best Places to WORK in SC 2012



Barling Bay Continues US European Command Support

By: Jim Hoisington

Barling Bay recently received a multi-million dollar extension for continued support of the United States European Command (EUCOM) in Stuttgart, Germany. With this award, Barling Bay continues to provide unique high tech expertise and knowledge to the Command as it maintains the vital link between US interests and the European continent.

EUCOM is one of nine Unified Combatant Commands (UCCs) comprised of a joint forces community of approximately 1,000 US soldiers, sailors, airmen, Marines, and government civilians. From its state-of-the-art plans and operations center, the Command directs operations of more than 100,000 military and civilian personnel across 51 countries and 13 million square miles of ocean. The Command mission is to maintain Ready Forces to conduct a full range of operations. EUCOM's ability to maintain strong partners while proactively seeking new partnering opportunities with other countries, US government entities, academics, and non-government organizations helps promote a peaceful and stable region. In addition, EUCOM provides humanitarian assistance and disaster relief to improve



Barling Bay provides EUCOM with a large team of onsite experts, including Process Engineers and Knowledge Management Engineers, in support of the Command's mission. Over the last three years, this Barling Bay team has successfully provided transformational solutions to the Command staff in the areas of synchronization, integration, federation, and collaboration.

Barling Bay's President, Dan Jenrich, observed, "By utilizing Agile techniques and applying novel solutions, Barling Bay has played an important part in enhancing EUCOM decision making processes."

ISSUE 4 – OCTOBER 2013**CONTACT US!****CORPORATE HEADQUARTERS**

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**Letter from the President**

By Dan Jenrich

Change and Challenges.....

As most of you know the Federal Budget crisis has clearly impacted our industry. Although Barling Bay has felt the effects of sequestration, we have weathered this storm better than most. We recognize the challenges each of you have faced and overcome.

This year has been filled with challenges as we faced difficult and necessary changes within our organization. We are now positioned with an effective and talented team. We are wrapping up 2013 on a positive note and positioning Barling Bay for a solid and profitable performance in 2014.

I am impressed with what each of you have accomplished this year and can't wait to see your accomplishments in the coming year.

Warm Regards,

Dan Jenrich, President, Barling Bay, LLC

**Three Saints Bay Support**

Please remember that we have Three Saints Bay resource support always available to assist in any way! For questions, please contact:

Payroll: April Cokley acokley@threesaintsbay.com (843) 725-6806

HR: Rebecca Witherspoon rebecca.witherspoon@threesaintsbay.com
(843) 725-6803

Judie Dye jdye@threesaintsbay.com (571) 358-3270

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ISSUE 4 – OCTOBER 2013

OUR CLIENTS



Department of Homeland Security (DHS)



DHS Immigration & Customs Enforcement (ICE)



U.S. Air Force



U.S. Navy



U.S. Transportation Command (USTRANSCOM)



Department of the Interior Bureau of Indian Affairs (BIA)



Department of Veterans Affairs (VA)



Department of Justice Drug Enforcement Administration (DEA)



Department of the Treasury Internal Revenue Service (IRS)

Barling Bay Launches New Strategic Plan

Dan Jenrich, Barling Bay President, unveiled the new Strategic Plan for 2013-2016 during a presentation to the Charleston, SC office on 11 October 2013. He will be traveling to the Shiloh, IL office on 17 October for a similar presentation. The new Strategic Plan highlights Barling Bay's vision and goal to *deliver enhanced technology solutions that provide customers "Speed to Capability" through creative innovations.* Our attentive approach creates meaningful partnerships and engaging, collaborative working environments.



Celebrating our 11th anniversary, Barling Bay will continue to grow internally and externally while building on key values that have guided the company since its foundation.

- Do what's right in all things, in all ways, at all times.
- Treat people fairly, with dignity and respect.
- Hold a passion for excellence and innovation.
- Be accountable to one another.
- Commit to our Customers' successes – and have fun doing it.

As the coming year unfolds, our goal is to meet the challenges of the economic climate by relying on the vision and values that have evolved from Barling Bay's past and will define its future.

Barling Bay Staff Present to Old Harbor and Three Saints Bay Leadership



Members of the Barling Bay staff led various presentations to Dave Jarrett, Old Harbor Executive Vice President and Chief Operating Officer, and Three Saints Bay President and CEO Jeff Babos during their visit to the Charleston office. After enjoying a brief tour and meet-and-greet, Mr. Jarrett and Mr. Babbos participated in a morning of presentations including Portfolio updates, Business Development, CMMI status update, and the development of our EIL lab.



ISSUE 4 – OCTOBER 2013

OUR HERITAGE

Established in 2002 as an Alaskan Native Corporation (ANC) providing Information (IT) solutions, Barling Bay, LLC received its 8(a) certification from the Small Business Administration (SBA) in 2005.



Barling Bay is owned by Old Harbor Native Corporation and is a subsidiary to Three Saints Bay, LLC, a holding company that provides contracts, financial, human resources and IT support to our organization.

Together, we proudly represent the traditions and economic development of the Old Harbor community, a geographically isolated village of approximately 300 residents of the south-central coast of Kodiak Island, Alaska.



Barling Bay Hosts September Lunch & Learn on the “Business Development Puzzle”

What is the difference between Business Development and Marketing? What is Capture? What is a Strategic Partner, and why is teaming important? Barling Bay employees were invited to the September 26, 2013 edition of the Lunch & Learn series to learn the answers to all these questions and more. Elizabeth Stober, Director of Business Development and Marketing, led an interactive presentation on business development and how each individual at Barling Bay brings a piece of the puzzle to the table. With assistance from Jennifer Osment, Proposal Coordinator, Elizabeth used a Mr. Potato head to demonstrate how each team, from Finance and Pricing, to Operations and Subject Matters. Experts (SMEs) contribute an important piece to the development of the Barling Bay family. These critical contributions enable the Business Development Team to be successful in our opportunity identification, evaluation, proposal submission, and ultimately customer feedback and satisfaction. A copy of the presentation is available on the internal Barling Bay portal.



Barling Bay “Kicks Off” Football Season

Employees in our Charleston, SC office enjoyed a team building social to “kick off” football season. The Barling Bay Leadership Team fired up the grill, and participants were encouraged to wear their team jersey and bring their favorite tailgate food for the group to enjoy.



ISSUE 4 – OCTOBER 2013

We would love to hear your feedback!!

Have you enjoyed the Lunch & Learn Program?

Do you like the format and content of The Beacon?

Please email us at beacon@barlingbay.com and let us know what you think!

All responses will be entered to win a prize at the next Lunch & Learn.

Here We “Grow” Again!



Name: James Haughton
Date of hire: 8/5/13
Work Title: System Engineer
Customer/Project: PMW 240
Work location: Washington, DC



Name: Ronald Garrity
Date of hire: 8/16/13
Work Title: IT Project Lead
Customer/Project: EUCOM
Work location: Stuttgart, Germany



Name: Robert Skelton
Date of hire: 8/7/13
Work Title: System Administrator
Customer/Project: AF ESSENTRIS
Work location: RAF Lakenheath



Name: Andrew Apter
Date of hire: 9/23/13
Work Title: System Administrator
Customer/Project: AF ESSENTRIS
Work location: Andrews AFB

Welcome to all of the new members of the Barling Bay team!

Barling Bay “Rack Pack” Supports Susan G. Komen Race for the Cure



Dan and Patti Jenrich, Brook Beasley and Christina Bach joined others from the Barling Bay “Rack Pack” team in the Race for the Cure event on Daniel Island on Saturday, 19 October 2013.

Save the Date!

The 2013 Barling Bay, Three Saints Bay, and Ameer Bay Holiday Party will be on Saturday, 7 December 2013 at the Crowne Plaza in North Charleston, SC.

Stay tuned for more details!

ISSUE 4 – OCTOBER 2013

STAY TUNED!

Upcoming Lunch & Learns this quarter will include:

October 31st

Fire Safety and Extinguisher Training

The Charleston, SC office will host the North Charleston Fire Department to learn basic yet critical fire safety techniques .

November 21st

Health Benefits for 2014

Join Rebecca Witherspoon from Three Saints Bay to learn about your health insurance benefits for the coming year.

December 19th

State of the Bay

Join Dan Jenrich, President, for a year-end presentation on the state of Barling Bay while enjoying a holiday potluck.

Lunch & Learn Topics for 2014 are in development! If you would like to see a specific topic addressed, please let us know! Email beacon@barlingbay.com.

Barling Bay To Host Halloween Party and October Lunch & Learn

Lunch and Learn and Halloween Party! October 31, 2013

Cook out, Contests, Etc: 11:45am

(Back parking lot)

Hamburgers, hot dogs & chicken breasts

Condiments & chips provided

Everyone is encouraged to bring a side dish or dessert!



**Special Guest: North Charleston Fire Dept.
Fire Safety and Extinguisher Training: 12:30 - 1:15pm**

Costume Contest

Doggie Costume Contest

Bring your dog to work dressed up

Bobbing for Apples

Pumpkin Contest

bring in your best carved/decorated pumpkin

Best looking Halloween Dessert Contest

