

From: Victor Hoskins
Sent: Friday, November 30, 2018 3:09 PM EST
To: Ruyak, Rob <ruyar@amazon.com>; Charlton, Candice <charlto@amazon.com>
CC: Christina Winn <cwinn@arlingtonva.us>; Cindy Yeh <syeh@arlingtonva.us>
Subject: REQUEST TO MEET WITH A LOCAL DATA ANALYTICS COMPANY

Rob,

We are honored and overjoyed that Amazon decided to place HQ2 in Arlington. Everyone in the region is excited about it and we look forward to building an amazing future with Amazon.

On a more granular level, I wanted to reach out to you to ask if you could meet with the CEO of one of our innovative Data Analytics companies called Deep Learning in Ballston. They are the only company to ever receive three awards, three years in a row for the fastest income growth at various stages from our organization. This year they had revenues over \$5 million with nine employees. Dr. John Kaufhold <https://www.linkedin.com/in/john-kaufhold-b7a189/> is the Data Scientist that runs the company. Dr. Kaufhold served as principal investigator or technical lead on numerous contracts with IARPA, DARPA, Department of Homeland Security, and NIH, directing the technical work of SAIC and subcontractors.

Currently, the award winning recognition software that his team has designed has military applications. He would like to move more into the commercial realm for recognition software. Could someone meet with him to give him some direction? This is a special company in Arlington and if his growth can continue at this rate, there is potential for an important cluster of companies to emerge.

I appreciate your time and consideration.

Best,

Victor

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From: Ruyak, Rob [mailto:ruyar@amazon.com]
Sent: Friday, November 30, 2018 10:17 AM
To: Cindy Yeh <Syeh@arlingtonva.us>; Charlton, Candice <charlto@amazon.com>
Cc: Victor Hoskins <Vhoskins@arlingtonva.us>; Christina Winn <Cwinn@arlingtonva.us>
Subject: Re: Good news

Great to hear from you, Cindy! Yes. Good news indeed!

Looking forward to hearing from Victor.

Rob Ruyak
Worldwide Public Sector
Venture Capital & Startups

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From: Cindy Yeh <Syeh@arlingtonva.us>
Date: Thursday, November 29, 2018 at 1:02 PM

To: Rob Ruyak <ruyar@amazon.com>, Candice Charlton <charltc@amazon.com>
Cc: Victor Hoskins <Vhoskins@arlingtonva.us>, Christina Winn <Cwinn@arlingtonva.us>
Subject: Good news

Dear Rob and Candice,
Good afternoon. It has been a while since we last communicated. Hope you are well.

You obviously has heard of the good news about HQ2. Victor and Christina have worked hand-in-hand with the Virginia Economic Development Partnership and with the Amazon's site selection team. We are very excited and look forward to welcoming them to Arlington.

I just want to re-connect with both of you. Victor will reach out to you on another matter very shortly.

Regards,
Sindy

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