

**From:** Kristen Karrfalt <kristen@vrlta.org>  
**Sent:** Wednesday, March 13, 2019 2:04 PM EDT  
**To:** Caddick, Kristie <kmdorf@vt.edu>; Christina Winn <cwinn@arlingtonva.us>  
**CC:** Yianilos, Christopher <chrisyianilos@vt.edu>; McCann, Christine <cimccann@exchange.vt.edu>; Stowe, Michael <mstowe@vt.edu>; Eric Terry <eric@vrlta.org>  
**Subject:** RE: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum

Yes, anytime between now and 4 PM works for me. Thanks!



**Kristen Karrfalt** • Director, Membership & Governmental Affairs, Northern Virginia  
(d) 703-352-1037 • (c) 704-604-0398 • (e) [kristen@vrlta.org](mailto:kristen@vrlta.org)

**Virginia Restaurant, Lodging & Travel Association**  
(o) 804-288-3065 • (f) 804-285-3093  
5101 Monument Ave., Suite 206 • Richmond, Virginia 23230  
[www.VRLTA.org](http://www.VRLTA.org)



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**From:** Caddick, Kristie [mailto:kmdorf@vt.edu]  
**Sent:** Wednesday, March 13, 2019 2:02 PM  
**To:** Kristen Karrfalt <kristen@vrlta.org>; Christina Winn <Cwinn@arlingtonva.us>  
**Cc:** Yianilos, Christopher <chrisyianilos@vt.edu>; McCann, Christine <cimccann@exchange.vt.edu>; Stowe, Michael <mstowe@vt.edu>; Eric Terry <eric@vrlta.org>  
**Subject:** RE: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum

Kristen,

Thanks! Do you have 15 minutes to talk this afternoon before 4? I can set up a conference line, if needed.

Best, Kristie

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**From:** Kristen Karrfalt <[kristen@vrlta.org](mailto:kristen@vrlta.org)>  
**Sent:** Wednesday, March 13, 2019 9:49 AM  
**To:** Christina Winn <[Cwinn@arlingtonva.us](mailto:Cwinn@arlingtonva.us)>; Caddick, Kristie <[kmdorf@vt.edu](mailto:kmdorf@vt.edu)>  
**Cc:** Yianilos, Christopher <[chrisyianilos@vt.edu](mailto:chrisyianilos@vt.edu)>; McCann, Christine <[cimccann@exchange.vt.edu](mailto:cimccann@exchange.vt.edu)>; Stowe, Michael <[mstowe@vt.edu](mailto:mstowe@vt.edu)>; Eric Terry <[eric@vrlta.org](mailto:eric@vrlta.org)>  
**Subject:** RE: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum

Good morning, all.

I apologize if there was any confusion regarding the call.

The purpose of the event is to provide members of the hospitality and restaurant community an overview of Amazon's arrival and do a deeper dive into what leasing opportunities would be available to restaurant operators. Many of our VRLTA members have regional restaurant concepts that would be interested in more information.

I've cc'd our President, Eric Terry as well. You'll be glad to know he is a VT Alum.

All of my contact information is listed below and I'm happy to touch base via phone if needed.

I have attached two versions of the event flyer. Please feel free to share as I forwarded it to the rest of the group as well.

Best,

Kristen



**Kristen Karrfalt** • Director, Membership & Governmental Affairs, Northern Virginia  
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**From:** Christina Winn [<mailto:Cwinn@arlingtonva.us>]  
**Sent:** Wednesday, March 13, 2019 9:36 AM  
**To:** Caddick, Kristie <[kmdorf@vt.edu](mailto:kmdorf@vt.edu)>; Kristen Karrfalt <[kristen@vrlta.org](mailto:kristen@vrlta.org)>  
**Cc:** Yianilos, Christopher <[chrisyianilos@vt.edu](mailto:chrisyianilos@vt.edu)>; McCann, Christine <[cimccann@exchange.vt.edu](mailto:cimccann@exchange.vt.edu)>; Stowe, Michael <[mstowe@vt.edu](mailto:mstowe@vt.edu)>  
**Subject:** RE: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum

Hi Kristie – No problem. Kristen Karrfalt is copied here – she would be the one to coordinate with on the event as they are the organizers.

So glad that VT can participate!  
Christina

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**From:** Caddick, Kristie [<mailto:kmdorf@vt.edu>]  
**Sent:** Wednesday, March 13, 2019 9:33 AM  
**To:** Christina Winn <[Cwinn@arlingtonva.us](mailto:Cwinn@arlingtonva.us)>  
**Cc:** Yianilos, Christopher <[chrisyianilos@vt.edu](mailto:chrisyianilos@vt.edu)>; McCann, Christine <[cimccann@exchange.vt.edu](mailto:cimccann@exchange.vt.edu)>; Stowe, Michael <[mstowe@vt.edu](mailto:mstowe@vt.edu)>  
**Subject:** RE: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum

Dear Christina,

I see that there was a call scheduled this morning about this event. Unfortunately, I failed to get in touch with you regarding VT's participation and was not aware of the call that occurred this morning until it was too late!

Brandy will not be able to attend this event, however our colleague, Chris Yianilos, Executive Director of Government Relations, will be able to (he's CC'ed here). Would it be possible for him to touch base with you later today to get updated on what was discussed this morning? So sorry for the miscommunication, but thank you so much for the invitation!

Best, Kristie

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Kristie Caddick, PhD  
[Innovation Campus](#) Project Manager  
Virginia Tech  
(d) 540-231-2120

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**From:** Christina Winn <[Cwinn@arlingtonva.us](mailto:Cwinn@arlingtonva.us)>  
**Sent:** Wednesday, February 27, 2019 1:45 PM  
**To:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>; Stephanie Landrum <[landrum@alexecon.org](mailto:landrum@alexecon.org)>; Salmon, Brandy <[brandy.salmon@vt.edu](mailto:brandy.salmon@vt.edu)>; Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>  
**Cc:** Kristen Karrfalt <[kristen@vrlta.org](mailto:kristen@vrlta.org)>; Eric Terry <[eric@vrlta.org](mailto:eric@vrlta.org)>; Emily Cassell <[ecassell@arlingtonva.us](mailto:ecassell@arlingtonva.us)>; Victor Hoskins <[Vhoskins@arlingtonva.us](mailto:Vhoskins@arlingtonva.us)>; Alexander Iams <[Aiams@arlingtonva.us](mailto:Aiams@arlingtonva.us)>  
**Subject:** FW: Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum  
**Importance:** High

Stephanie, Andy, Brandy, and Andrea -

It's my pleasure to introduce you regarding an upcoming event in Crystal City that's being organized by the Virginia Restaurant, Lodging and Travel Association for its members. VRLTA's *HQ2 Hospitality and Restaurant Forum* is scheduled for Tuesday, March 26, from 3 to 5 p.m. at the Crowne Plaza National Airport, and Victor is planning to be one of the presenters.

Eric and Kristen – Andy Van Horn is with JBG Smith, Stephanie is the CEO of the Alexandria Economic Development Partnership, Brandy is in charge of the VT Innovation Campus in Alexandria, and Andrea is the Public Policy Director with Amazon. They all may be interested in participating as a speaker at your event, and/or connecting you with someone to represent their organization. This team has worked together extensively over the past year so you will be in good hands.

All – As you'll see below, we're assisting Eric (VRLTA President) and Kristen (NoVa Membership Director) in making initial speaker connections for their event.

Please let me know if and how I or Emily can help leading up to the event!

Thanks so much,  
Christina

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**From:** Emily Cassell  
**Sent:** Tuesday, February 26, 2019 5:16 PM  
**To:** Victor Hoskins <[Vhoskins@arlingtonva.us](mailto:Vhoskins@arlingtonva.us)>; Alexander Iams <[Aiams@arlingtonva.us](mailto:Aiams@arlingtonva.us)>; Christina Winn <[Cwinn@arlingtonva.us](mailto:Cwinn@arlingtonva.us)>  
**Subject:** Assisting VRLTA with Speaker Recommendations/Intros for their HQ2 Hospitality and Restaurant Forum  
**Importance:** High

Hi Victor, Alex and Christina,

Per our discussions with Eric Terry (President) and Kristen Karrfalt (NoVa Membership Director) of the Virginia Restaurant, Lodging and Travel Association (VRLTA), they would appreciate our assistance with suggested speaker names, contact information, and ideally e-introductions for their upcoming *HQ2 Hospitality and Restaurant Forum* in Crystal City. To refresh your memory, VRLTA's event will be on Tuesday, March 26, from 3 to 5 p.m. at the Crowne Plaza National Airport. At your earliest opportunity (ideally by noon tomorrow), might you please share this with appropriate contacts and copy Eric Terry ([eric@vrlta.org](mailto:eric@vrlta.org)) and Kristen Karrfalt ([kristen@vrlta.org](mailto:kristen@vrlta.org)) by way of introduction?

- Victor Hoskins (confirmed on calendar)
- Stephanie Landrum
- Crystal City BID
- Amazon
- JBG Smith
- Virginia Tech

Thanks so much for your assistance to VRLTA.

Warmest regards,  
Emily

Emily Cassell  
Director, Arlington Convention and Visitors Service  
Arlington Economic Development  
1100 N. Glebe Road, Suite 1500  
Arlington, VA 22201

(703) 228-0875 - office  
(800) 677-6267 - visitor information  
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