

# 2016

ANNUAL REPORT

EASTERN|FOUNDRY

# LETTER FROM THE FOUNDERS

Over the past two years, Geoff and I have been fortunate enough to visit with hundreds of entrepreneurs across the country who are all finding fresh solutions to our country's most challenging problems. What has humbled us most along the way has been seeing these innovators use their skills not to create the next consumer app, but to pour everything they have into bringing our country's government into a new age.

Eastern Foundry's community has proved to us that the concept works, that when you place like-minded individuals into one building, magic happens. Over the coming years as we expand into new markets outside the beltway, we aim to create not just a physical community, but a network of idea sharing that will allow for even greater collaboration amongst our members.

We started as just an idea, and everyday we are blown away by the amount of support we receive from not only those in our community, but those who are lost in the contracting space looking for help. We will continue to serve the fearless innovators who are trying to make our government better one day at a time.

Thanks,  
Andrew & Geoff



# THANK YOU

2016 was an amazing and exciting year for Eastern Foundry. From expanding to a second campus in Rosslyn to tackling challenges government contractors face, we could not have accomplished anything without the encouragement from our members and the community.

We want to give a special thanks to the efforts and support of our partners, **Aronson LLC, Crystal City BID, Rosslyn BID, JLL, Booz Allen Hamilton, the NGA, Vornado, Monday Properties, General Assembly, SBA, and Virginia PTAP**. Because of you, we were able to meet and exceed the goals we had for last year.

We invite and encourage you to take a look back at the many highlights of another ground-breaking year. Thank you for your continued support!



# MEET THE TEAM



Geoff Orazem  
*Co-Founder & Managing Partner*



Andrew Chang  
*Co-Founder & Managing Partner*



Lauren Chandler  
*Director of Member Development*



Kimberly Blackburn  
*Director of Sponsorships & Events*



Kathleen Gotchel  
*Director of Operations*



Dan Bowman  
*Communications Associate*



Leah Morrison  
*Digital Visual Designer*



Chelsea Sellers  
*Community Manager*



# HIGHLIGHTS

OF OUR YEAR

In the past year, we have had **88 new members** join our community and we are excited to begin 2017 with our

**294**  
MEMBERS



NUMBER OF TOURS GIVEN IN 2016 | **85+**

Eastern Foundry is connected with **9 AGENCIES + 4 PRIMES**  
And we work to build relationships between them and our members

**\$167,822,900**

Total Award & Grant Value Awarded to Eastern Foundry Members

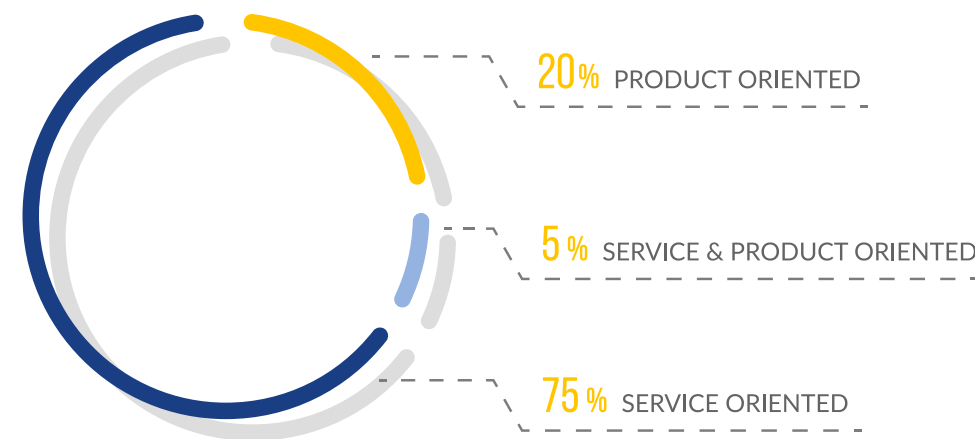


EF hosted **45** EVENTS this year!

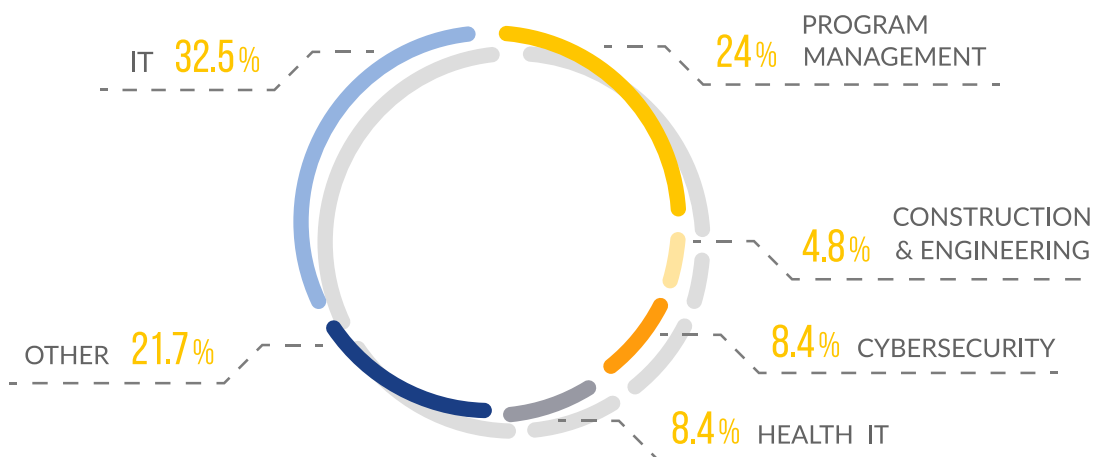
### Member Breakdown by Campus [percent]



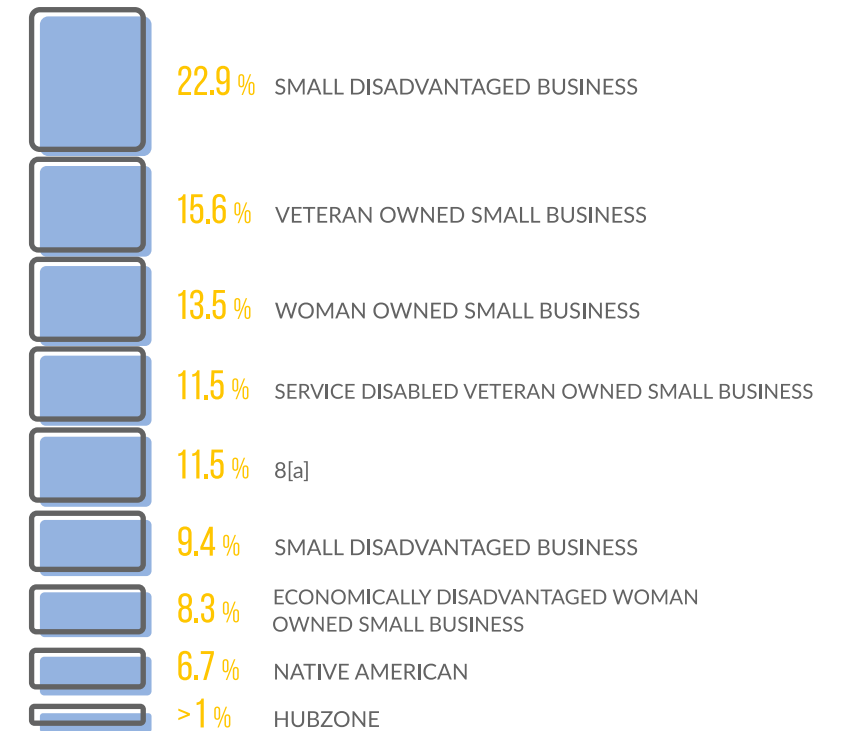
### Breakdown of Member Offerings [product or service]



### Breakdown of Member Offerings [category]



### Breakdown of Member Set-Asides [percent]



### ADDED PARTNERSHIPS & BENEFITS

Slack  
GovTribe  
Design & PR Services  
Task Force X Capital

### COOL PROJECTS WE WORKED ON

NGA Hackathon  
BCG Small Business Survey  
Students vs. Startups  
Virtual Reality in Government  
Demo Days

52 NEWS  
LETTERS



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With over 1,600 subscribers  
and a 12% average increase  
in open rates

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352  
LIKES



1.4k  
FOLLOWERS

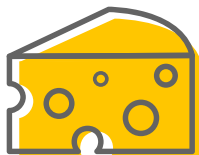


206  
FOLLOWERS

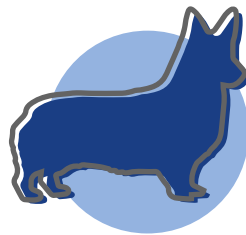
## NUMBER OF MEMBERS ON OUR TEAM



Eastern Foundry has hosted **7 interns** from  
several colleges like Tulane University, Virginia  
Tech, and University of Edinburgh



Eastern Foundry has eaten  
approximately **456 cheese**  
sticks per month



EF has enjoyed **97**  
"Hank Days"  
with our office mascot



Our team has worked  
over **33,600 hours**  
in 2016

# GOALS FOR 2017

Thank you for an amazing year! As we move forward in the new year we have many exciting goals ahead of us, here are just a few of the things we hope to achieve in 2017:

- **A growth of 40+ members.**
- **Expand our Slack channel to reach all of our members.**
- **Launch our question-answer platform Federal Forum and Federal Foundry— an educational platform.** We want to take our community to the next level and provide access to this information to small businesses, government officials, and professional service providers, not just in our physical space but nationwide. Through cultivating a community of like-minded individuals, we hope to spread success across the government contracting market and break down the barriers that stop small businesses from entering the space.
- **Build relationships with even more primes to bring new resources to our members.**
- **Hold 25 Member Meetups** in which Eastern Foundry will bring together small business reps from a specific agency, a few mid and large sized primes that work with that agency, then pair them with our corresponding members in order for them to collaborate.
- **Commence our new Movers & Shakers event series** to take that idea of public-private partnerships and celebrate the unique accomplishments being made between the young entrepreneurs and public servants here in D.C. Each month, we will bring the brightest Movers and Shakers together to have a discussion around the projects that are being completed and examine the passion behind the people who are working on them.





