

# Imar Hutchins

Entrepreneur

imar@shiftcapital.us

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## Experience

### **Principal at Shift Capital**

2013 - Present (1 year)

Shift Capital creates thriving neighborhoods by combining social impact-focused real estate development with creative, entrepreneurial and passionate talent.

We identify, develop and nurture smart and passionate urban entrepreneurs and their enterprises. We bring wide-ranging relationships, development experience, organizational rigor, financial acumen, and creative branding and marketing to our development projects and portfolio companies. In the process we create a powerful combination that benefits all involved: our fellow investors, our operating partners, their customers and the entire communities in which our investments reside.

### **Owner at Florida Avenue Grill**

2005 - Present (9 years)

“The Capitol’s capital of soul food”, this “DC landmark”, a U Street Corridor “old-school diner” “lined with photos of famous African-Americans”, offers “super cheap” Southern “comfort food” like “grits”, “half-smokes, cornbread, hash browns and down home breakfast” “with a lot of flavor and even more fat”; so join “all of the local churchgoers in their Sunday best” for weekend brunch “served with a side of sweetness” by an “awesome staff.”

- Zagat Guide

The Wilsons "opened the little restaurant in 1944 at the corner of Florida Avenue and 11th Street NW...[and] have been caring for movers and shakers ever since."

- The New York Times

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## Education

### **Yale Law School**

Doctor of Law (JD), 2000

### **Morehouse College**

Bachelor of Arts (BA), Economics, 1992

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[Contact Imar on LinkedIn](#)

# J. Brian Murray

Principal at Shift Capital

jbrianmurray@gmail.com

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## Summary

I am a seasoned entrepreneur and humbly strive to be a catalyst for positive change. I've developed a wide-range of expertise managing and operating start-up and growth stage companies and organizations. I am passionate about experimentation, communities, and collaboration.

I am the founder of Shift Capital - a real estate development group. Shift Capital creates thriving neighborhoods by combining social impact-focused real estate development with creative, entrepreneurial and passionate talent.

In addition to Shift Capital, I co-founded and am currently the Executive Director of Areté Youth Foundation located in Sofia, Bulgaria. We empower youth, in particular Roma, through social networks, mentorship, and training. We are currently starting the first Roma Professional Network in Europe - [www.areteyouth.org](http://www.areteyouth.org)

Specialties: Brand strategy, capital raising, social marketing, website development, offshore resource management, international development, organizational development, accounting

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## Experience

### **Principal at Shift Capital**

September 2013 - Present (1 year 3 months)

Shift Capital creates thriving neighborhoods by combining social impact-focused real estate development with creative, entrepreneurial and passionate talent.

### **Chairman/Founder at Arete Youth Foundation**

March 2006 - Present (8 years 9 months)

AYF's mission is to build sustainable social networks that encourage educational pursuits, instill a culture of giving back, and promote mentorship with an emphasis on the Roma community of Eastern Europe.

### **Partner at Elm City Property Management**

August 2011 - August 2013 (2 years 1 month)

Manage the day-to-day operations of over 300 multi-family and industrial units in the Philadelphia area.

### **Principal at Elm City Capital**

January 2010 - August 2013 (3 years 8 months)

Elm City Capital is a real estate + impact investment group located in Philadelphia. We own and operate real estate and look to leverage that real estate to change communities.

## **Summer Associate - Knowledge & Communications at Acumen Fund**

May 2009 - August 2009 (4 months)

Acumen Fund is a non-profit global venture fund that uses entrepreneurial approaches to solve the problems of global poverty.

## **Partner at Winning Strategies ITS**

September 2005 - July 2008 (2 years 11 months)

*1 recommendation available upon request*

## **Development worker/volunteer at Peace Corps Bulgaria**

June 2002 - August 2005 (3 years 3 months)

Served as a development and youth worker in Pazardjik and Sofia, Bulgaria with a particular focus on the Roma and social enterprises.

## **Social Worker/Recreation Specialist at Lipman Hall Center for Troubled Youth**

November 2001 - June 2002 (8 months)

Worked as a social worker in a facility for juveniles in the correctional system for sexual crimes. Assisted in application of treatment plan and developed recreational schedules for youth.

## **Partner at HybriNet Inc.**

September 1999 - November 2001 (2 years 3 months)

Start-up company that developed a business to business software application to enable retailers to link their inventory to their web site in order to direct them to the closest store for purchase.

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## Languages

**Bulgarian**

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## Skills & Expertise

**Organizational Development**

**International Development**

**Social Marketing**

**Social Entrepreneurship**

**Entrepreneurship**

**Accounting**

**Start-ups**

**Cross-cultural Teams**

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## Education

**Yale University - Yale School of Management**

2010, MBA, 2008 - 2010

**IESE Business School - University of Navarra**

MBA, 2009 - 2009

**The College of New Jersey**

BS, Accountancy, 1994 - 1998

Activities and Societies: All-American Swimmer, College Ambassador, Student Finance Board, Phi Kappa Tau Fraternity

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# J. Brian Murray

Principal at Shift Capital

[jbrianmurray@gmail.com](mailto:jbrianmurray@gmail.com)

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## 1 person has recommended J. Brian

"Brian possesses tremendous leadership and management skills. His ability to deliver results, contribute toward the growth of the company, and keep the teams motivated especially at a tough time is phenomenal. He can wear multiple hats and excel at each one. I consider it a privilege to work with such an inspiring leader."

— **Serge Meytin**, *Vice President, Internet and New Media, Winning Strategies ITS*, worked directly with J. Brian at Winning Strategies ITS

[Contact J. Brian on LinkedIn](#)