

**From:** Christian Dorsey <cdorsey@arlingtonva.us>

**Sent:** Tuesday, March 19, 2019 12:35 PM EDT

**To:** Krysta Jones <krjones@arlingtonva.us>

**Subject:** FW: AMZ Speaker Update

For FOIA Request

**Christian Dorsey**

Chair, Arlington County Board

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**From:** Christian Dorsey

**Sent:** Saturday, March 16, 2019 12:00 PM

**To:** Kendra Jacobs <kjacobs@arlingtonva.us>

**Subject:** Re: AMZ Speaker Update

10 more - 10 more

Christian Dorsey

Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

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On Mar 16, 2019, at 11:59 AM, Kendra Jacobs <kjacobs@arlingtonva.us> wrote:

With some adjustments for duplicate submissions, cancellations and new submissions we are still at 91 speakers. We hear that more are coming.

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Tuesday, March 19, 2019 12:35 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** FW: His name is Neal Kumar ...Stephanie Landrum is also here  
For FOIA Request

**Christian Dorsey**  
Chair, Arlington County Board

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**From:** Christian Dorsey  
**Sent:** Saturday, March 16, 2019 1:27 PM  
**To:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Subject:** Re: His name is Neal Kumar ...Stephanie Landrum is also here

TY

Christian Dorsey  
Chair, Arlington County Board

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On Mar 16, 2019, at 1:21 PM, Kendra Jacobs <kjacobs@arlingtonva.us> wrote:

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Tuesday, March 19, 2019 12:34 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** FW: Lines of Discussion with Amazon

For FOIA Request

**Christian Dorsey**  
Chair, Arlington County Board

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**From:** Christian Dorsey  
**Sent:** Saturday, March 16, 2019 2:28 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Subject:** Fwd: Lines of Discussion with Amazon

No order except for I will ask the first first.  
Christian Dorsey  
Chair, Arlington County Board

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 12:58 AM  
**To:** Christian Dorsey  
**Subject:** Lines of Discussion with Amazon

Labor standards for construction  
Energy and Environmental Sustainability of Facilities  
Why incentives are sought by the company  
Community (non-Amazon employee) amenities to the facilities  
Business units that are intended to be here  
Local hiring approaches  
Policies to promote transit/active transportation among workers  
Engaging with Arlington on mitigating any adverse impacts  
How has engagement with the community (outside of government officials) changed or refined thinking about how to integrate into the community

Christian Dorsey  
Chair, Arlington County Board

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>

**Sent:** Tuesday, March 19, 2019 12:35 PM EDT

**To:** Krysta Jones <krjones@arlingtonva.us>

**Subject:** FW:

For FOIA Request

**Christian Dorsey**

Chair, Arlington County Board

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---

**From:** Christian Dorsey

**Sent:** Saturday, March 16, 2019 12:23 PM

**To:** Mark Schwartz <Mschwartz@arlingtonva.us>

**Subject:**

Alexandria staff proposed edits. Will review after meeting with NAACP.

“UPDATE FOR THE ARLINGTON COMMUNITY:

On February 14, 2019, Susan Dewey, Executive Director of VHDA, confirmed in a letter to myself and Mayor Wilson of Alexandria the \$15 million per year in new additional funding above and beyond previous VHDA commitments. (MAKE IT AVAILABLE FOR VIEWING). These funds are specifically set aside to address the housing needs associated with the arrival of Amazon. On Wednesday, March 20, here in Arlington there will be the first meeting of the Northern Virginia Affordable Housing Task Force to address how these funds will be allocated. The County Manager has directed the two representatives to the Task Force from Arlington, Victor Hoskins and David Cristeal, to make it clear that they expect the Task Force to honor the commitment of the Governor to prioritize needs in and around the Crystal City, Pentagon City and Columbia Pike areas and the City of Alexandria and first fund projects that meet that need. That is the view of this Board and a view we have directly articulated to the Governor, Secretary Ball and Ms. Dewey. I will report back to the community to ensure that the commitments we have received are followed.””

Christian Dorsey

Chair, Arlington County Board

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Tuesday, March 19, 2019 12:34 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** FW: New Microsoft Word Document (2)

For FOIA Request

**Christian Dorsey**  
Chair, Arlington County Board

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**From:** Christian Dorsey  
**Sent:** Saturday, March 16, 2019 3:18 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Subject:** Re: New Microsoft Word Document (2)

Thank you!

Christian Dorsey  
Chair, Arlington County Board

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On Mar 16, 2019, at 8:11 AM, Mary Curtius <[Mcurtius@arlingtonva.us](mailto:Mcurtius@arlingtonva.us)> wrote:

**Christian – here's my edited version for your review.**

<New Microsoft Word Document (2).docx>

**From:** Christian Dorsey <cdorsey@arlingtonva.us>

**Sent:** Tuesday, March 19, 2019 12:34 PM EDT

**To:** Krysta Jones <krjones@arlingtonva.us>

**Subject:** FW: Speaking Order

For FOIA Request

**Christian Dorsey**

Chair, Arlington County Board

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**From:** Christian Dorsey

**Sent:** Saturday, March 16, 2019 5:32 PM

**To:** Libby Garvey <Lgarvey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>;

Matt de Ferranti <mdeferranti@arlingtonva.us>

**Subject:** Speaking Order

For final remarks, the order of speakers will be

MdF, EG, KC, LG and CD

Christian Dorsey

Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>

**Sent:** Monday, March 18, 2019 8:00 PM EDT

**To:** Krysta Jones <krjones@arlingtonva.us>

**Subject:** Fwd: Amazon questions today -- do you have a list of the categories of questions you intend to ask staff, and their order?

FOIA Request Fulfillment

Christian Dorsey

Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

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**From:** Mary Curtius <mcurtius@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 2:20 PM

**To:** Christian Dorsey

**Subject:** Re: Amazon questions today -- do you have a list of the categories of questions you intend to ask staff, and their order?

Could you send it to me, if you have one? Thanks!

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 7:56 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: FOIA Request Fulfillment

Christian Dorsey  
Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

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**From:** Mark Schwartz <mschwartz@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 12:45 PM  
**To:** Christian Dorsey  
**Subject:** RE:

At this point, I give up. It is OK....not worth fighting.

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**From:** Christian Dorsey  
**Sent:** Saturday, March 16, 2019 12:23 PM  
**To:** Mark Schwartz <Mschwartz@arlingtonva.us>  
**Subject:**

Alexandria staff proposed edits. Will review after meeting with NAACP.

“UPDATE FOR THE ARLINGTON COMMUNITY:

On February 14, 2019, Susan Dewey, Executive Director of VHDA, confirmed in a letter to myself and Mayor Wilson of Alexandria the \$15 million per year in new additional funding above and beyond previous VHDA commitments. (MAKE IT AVAILABLE FOR VIEWING). These funds are specifically set aside to address the housing needs associated with the arrival of Amazon. On Wednesday, March 20, here in Arlington there will be the first meeting of the Northern Virginia Affordable Housing Task Force to address how these funds will be allocated. The County Manager has directed the two representatives to the Task Force from Arlington, Victor Hoskins and David Cristeal, to make it clear that they expect the Task Force to honor the commitment of the Governor to prioritize needs in and around the Crystal City, Pentagon City and Columbia Pike areas and the City of Alexandria and first fund projects that meet that need. That is the view of this Board and a view we have directly articulated to the Governor, Secretary Ball and Ms. Dewey. I will report back to the community to ensure that the commitments we have received are followed.””

Christian Dorsey  
Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 8:01 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: Letter from VA Hospital

FOIA Request Fulfillment  
Christian Dorsey  
Chair, Arlington County Board

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**From:** Mary Curtius <mcurtius@arlingtonva.us> on behalf of CountyBoard <countyboard@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 3:59 PM  
**To:** Christian Dorsey  
**Subject:** FW: Fwd: Letter from VA Hospital

fyi

**From:** Rebecca Liftman [mailto:rebecca.liftman@gmail.com]  
**Sent:** Saturday, March 16, 2019 3:35 PM  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Re: Fwd: Letter from VA Hospital

Thank you for following up on this and for the information,

Thanks,  
Rebecca

On Mon, Mar 11, 2019 at 4:51 PM <[CountyBoard@arlingtonva.us](mailto:CountyBoard@arlingtonva.us)> wrote:

Dear Rebecca,

On behalf of my colleagues, thank you for bringing Virginia Hospital Center's communication about Bright Horizons to our attention. I can only imagine the consternation it has caused Bright Horizons families.

From the beginning of the County's discussions with VHC about a land swap involving the Edison Site and 601 South Carlin Springs Road properties, our professional staff and all members of the Board have made it clear that Bright Horizons should continue to occupy the South Carlin Springs Road site for as long as VHC wanted to occupy the site. Our goal throughout has been to minimize disturbance and disruptions to families.

The County has communicated both to Bright Horizons management and to VHC that the County supports a continuation of the Bright Horizons operations on the site through the end of 2019, even as the County takes ownership of the property. Our understanding was that giving families until December 2019 would allow enough time for most to transition to the new Bright Horizons location in Ballston in early 2020 or other alternative accommodations.

The County Manager informs us that he has learned, through a conversation with Adrian Stanton, VHC's vice president for business development and community relations, that VHC supports Bright Horizons staying through the end of the year, and that it was Bright Horizons' decision to end their program at the end of the 2018-2019 school year. Mr. Stanton assured the County Manager that the letter it sent to Bright Horizons families was coordinated with Bright Horizons.

With both the County and VHC supportive of Bright Horizons continuing to operate at the Carlin Springs Road site through December 2019, the decision would now seem to be with Bright Horizons.

Sincerely,

Christian Dorsey, Chair

Arlington County Board

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Rebecca Liftman

(p) 202.841.8939

(e) [rebecca.liftman@gmail.com](mailto:rebecca.liftman@gmail.com)

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 8:01 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: Letter to the CB  
**Attachment(s):** "DOC\_20190315134527.pdf"

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Christian Dorsey  
Chair, Arlington County Board

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**From:** Mary Curtius <mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 3:37 PM  
**To:** CBO-County Board Members  
**Subject:** FW: Letter to the CB

Budget letter

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**From:** Joan C. Smith  
**Sent:** Friday, March 15, 2019 3:32 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>; Mason Kushnir <mkushnir@arlingtonva.us>  
**Subject:** Letter to the CB

FYI-please see attached. Thanks.

Joan C. Smith, MS-HRM  
County Board Office  
2100 Clarendon Boulevard, Suite 300  
Arlington, VA 22201  
703-228-3121

From the desk of a concerned patron of the arts

Dear Chair Dorsey and the members of Arlington County Board,

I urge you to reconsider the proposed cuts to the Cultural Affairs budget and to continue funding for the Scene Shop, Costume Lab, Facilities Manager and other cultural affairs staff, and to keep the budget for grants to various arts groups at the FY 2019 level of \$216,000.

I respect and appreciate your service to Arlington County and your need to close the budget gap. However, the Space and Services available to community arts groups are unique and irreplaceable. And once they are eliminated, the landscape of Arlington's culture and arts offerings may decrease.

The arts are often seen as unnecessary and superfluous - and therefore are often the target of cuts like this - however, they are the opposite. Do you realize that:

- the estimated equivalent of 10% of Arlington County's population attended a performance last year and saw a set that was built in the Scene shop?
- or that an Americans for the Arts study estimates that more than \$18 million of economic activity in Arlington is derived from audience expenditures associated with arts events? (Are you prepared to lose some of these funds if these budget changes cause organizations to close or relocate out of Arlington?)
- or that thousands of our neighbors and community members rely on the arts for their mental health?

Please support the arts in Arlington and do not approve these proposed budget cuts.

Signed,

*Wendy Doherty*  
1619 S. QUINCY ST.  
Arlington 22204

Do the right thing!!

CD / CB



**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 8:00 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: Letter to the CB  
**Attachment(s):** "DOC\_20190315134539.pdf"

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Chair, Arlington County Board

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**From:** Mary Curtius <mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 3:36 PM  
**To:** CBO-County Board Members  
**Subject:** FW: Letter to the CB

Budget letter

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**From:** Joan C. Smith  
**Sent:** Friday, March 15, 2019 3:32 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>; Mason Kushnir <mkushnir@arlingtonva.us>  
**Subject:** Letter to the CB

FYI-please see attached. Thanks.

Joan C. Smith, MS-HRM  
County Board Office  
2100 Clarendon Boulevard, Suite 300  
Arlington, VA 22201  
703-228-3121

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- or that an Americans for the Arts study estimates that more than \$18 million of economic activity in Arlington is derived from audience expenditures associated with arts events? (Are you prepared to lose some of these funds if these budget changes cause organizations to close or relocate out of Arlington?)
- or that thousands of our neighbors and community members rely on the arts for their mental health?

Please support the arts in Arlington and do not approve these proposed budget cuts.

Signed,

*Michael A. Lutz*  
*806 S. Orange Street*  
*Arlington Va.*  
*22204*



*CD/CB*

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 8:02 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: Marymount University Inauguration Invitation - attached  
**Attachment(s):** "Inauguration invitation.pdf", "0.jpg"

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Christian Dorsey  
Chair, Arlington County Board

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**From:** President's Office <president@marymount.edu>  
**Sent:** Saturday, March 16, 2019 4:02:53 PM  
**To:** Hilary Phillips  
**Cc:** President Office  
**Subject:** Marymount University Inauguration Invitation - attached

Attached is an invitation for you to attend Dr. Irma Becerra's inauguration on March 28 at 10am at Marymount's main campus.

We hope you can attend, and please know you are also invited to the Celebration which will take place that evening at 5:30pm - the invitation is also attached.

Below is a link to the inauguration website with a Schedule of events on the site <https://www.marymount.edu/inauguration?viewmode=0>

Hilary Gerson Phillips  
Executive Assistant to the President



# Join Us

## *Inaugural Celebration*

*Celebrating the Inauguration of Marymount's Seventh President  
Dr. Irma Becerra*

*The Observation Deck at G&B Tower  
1201 Wilson Boulevard, Arlington, VA  
March 28, 5:30pm – 8:30pm*

*Heavy Hors D'Oeuvres and Bar Service  
Catering by Ridgewells*

*Business Attire  
Valet Parking will be provided on site*

RSVP to [inauguration@marymount.edu](mailto:inauguration@marymount.edu) by March 20th





# *Inauguration*

*The Board of Trustees and the Faculty  
of Marymount University request  
the honor of your presence at  
the Inauguration of the 7th President*

*Irma Becerra, Ph.D.*

---

*Thursday, March 28, 2019*

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*Marymount University  
Converse Family Fieldhouse  
2807 North Glebe Road  
Arlington, VA 22207*

*10:00AM Ceremony*

*Reception on campus immediately following ceremony*

*RSVP to [inauguration@marymount.edu](mailto:inauguration@marymount.edu) by March 20, 2019*

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 7:57 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: My planned comments this afternoon---open to your line edits and thoughts  
**Attachment(s):** "Amazon comments mdf.docx"

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Christian Dorsey  
Chair, Arlington County Board

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**From:** Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 12:48 PM  
**To:** Christian Dorsey; Katie Cristol; Erik Gutshall; Libby Garvey; Shannon Flanagan-Watson; Mark Schwartz  
**Cc:** Lynne Porfiri; Mary Curtius  
**Subject:** My planned comments this afternoon---open to your line edits and thoughts

All,

Attached and below is what I plan to say.

I am open to your advice, as I value it in the course of offering my views.

Thanks,

Matt

**Matt de Ferranti**  
**Member, Arlington County Board**  
2100 Clarendon Blvd., Suite 300  
Arlington, VA 22201  
[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)  
(703) 228-3130

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73 days ago, I sat on this dais for the first time and outlined the standards that I would apply to an initial agreement between Arlington County and Amazon. Today, I apply those standards as I consider my vote on the 13-page Performance Agreement before us.

First, I said “an agreement must provide a significant net benefit to our whole community—this cannot be a close call.”

The language in the agreement sets “preconditions” requiring that Amazon occupy office space and pay real estate taxes in year 1, before receiving 15% the increase in the hotel tax that in year 2 that would not exist if Amazon were not to locate here. Similarly, for each year from years 2 through 12, this agreement only obligates Arlington

On the whole, after looking critically Arlington Economic Development’s analysis, the Fuller Institute Report from George Mason, and the New Virginia Analysis, and taking out the hotel

tax incentive, I see a net benefit over 12 years to Arlington of what I estimated \$151 million. That estimate would increase to more than \$300 million over 16 years as in those last four years the 25 to 38K Amazon employees are likely to be located here in offices that require real estate tax payments. That is a significant net benefit that we must and will use for our whole community.

The \$195 million in transportation funding Arlington will receive from the state of Virginia for transportation projects and the additional \$75 million that we will receive, at a minimum, from the state for housing are also benefits that we must consider.

Concerns that the business professional license and professional occupations tax that have been raised over the last two weeks do not alter that conclusion for me. Revenues from BPOL are not included in the \$151 million and the

Ultimately, of course, benefitting the whole community means that the net \$151 million is used for all of our residents benefit, and most importantly those most in need. That means that we must invest revenue additions in housing affordability and do so at rates and amounts greater than the rent increases and home assessment increases that impact those most in need and our middle class. This deal must be a good for the 8% of Arlingtonians who live in poverty and middle class--police officers, firefighters, teachers, county employees, young families trying to make it and

My second criteria—this agreement must “consider and further our plans on housing, transportation, and our schools.” I believe the Performance Agreement meets this standard—the \$7 million of our AHIF funding that we are committing today to the neighborhoods closest to where Amazon will locate is a start. The \$75 million that the state will put in on housing helps as well. Over the medium to long term, I share the Northern Virginia Housing Alliance Leadership Council’s view that this agreement works on housing because “increased revenues will provide additional funding for affordable housing programs, but that we must have the political will to fund our affordable rental and homeownership goals.

On transportation, the \$195 million the state will invest in the second entrance to the Crystal City Metro, the transitway, and items already in the transportation portion of our plan for construction—our Capital Improvement Plan persuades me this fits in our plans. A safe estimate that at least 60% of Amazon employees will not use single occupancy vehicles helps be confident this is worthwhile. The estimates that our metro stops in both cases have capacity also persuades me that the growth envisioned in the Crystal City Sector Plan and the Pentagon City Phased Development makes this a good deal on transportation.

On our schools, I ran for this office to bring down our commercial vacancy so that we can build the schools we need to educate every child well. This agreement will help provide the additional revenues we need to help catch up on our school capacity challenge. I acknowledge that the 73 to 98 annual estimate does not capture the full impact of the increase in students that is likely to result from Amazon coming here: that is up to nearly 1,000 students over 10 years, but I still think net revenues of \$151 million provides more revenue than cost in building our schools.

Third, I said that as we implement this agreement we must fully consider small business. I acknowledge on this item that the jury is still out. Implementation of this agreement is still to come.

Fourth, I said that we must have a fair and transparent process. I believe we have met this standard. I acknowledge and respect those who disagree, but I ask you to consider the evidence. We did 5 online sessions, 2 listening sessions, and I am very proud that we did 27

meetings with civic organizations and civic associations. Amazon has done more outreach, by far than any company that I am aware of in Arlington's history. We posted the full Performance Agreement 11 days ago. To be fair, some will disagree. I respect your views. Ultimately, I believe the community has had a fair chance to consider this Performance Agreement. There will be other steps to come and more conversation will occur.

I also said I hoped for a once in a generational, transformational, win-win. I identified three key investments to reach that higher standard First, affordable homeownership and rental housing. This Performance Agreement does not include the significant, tangible investment I had hoped for on housing, but, to be fair, the site plan process that will proceed over the coming months is the logical place for such investments. I note the importance of early action to invest in housing and look forward to both the Chair's Housing Arlington initiative and partnering with Amazon on housing, which is an opportunity I hope and believe we can seize.

Second, energy efficient buildings and renewable energy. We do not have the upfront net zero commitment we might have hoped for, but I believe that in this area the site plan process is indeed the right time to discuss this. With Amazon's commitment to post progress toward renewable and carbon emissions later this year, I believe we will reach this goal as well.

Third, fair pay for those who work on and in the buildings that will be built. This is very important to me. I believe it is fair to say the parties involved—not Arlington County, as we are prohibited by law from being a party to a contract on this—made progress, but there is much more work to do. I thank the Chair for his work on this and I want to ask that all parties acknowledge that there is more work to do and continue to work over the coming weeks to come to a stronger commitment to fair pay for those who will build these buildings.

So, as far as a transformational agreement, respectfully, I submit that we are not there yet, but we will get there. This agreement is part of bringing down the commercial vacancy rate. We will need to commit to equity and Arlington ideals in education, affordable housing, and renewable energy, among others, every day going forward, just as we have so far this year.

As we look forward to the partnership that I hope and expect this will become, I acknowledge that perhaps in the perfect world, we would not even offer the slice of future revenues in the performance agreement to perhaps the wealthiest company in the world. I also would note that 238 other communities would love to be in our place.

We must work to close the distance between the perfect world and the world we are in. I look forward to investing the increased revenues that will result from this agreement in the people and ideas that make Arlington special for the benefit of all Arlingtonians, particularly those most in need. I welcome Amazon to our community and look forward to building the transformational, win-win partnership that I honestly believe we all want and I know we can deliver.

Matt de Ferranti

73 days ago, I sat on this dais for the first time and outlined the standards that I would apply to an initial agreement between Arlington County and Amazon. Today, I apply those standards as I consider my vote on the 13-page Performance Agreement before us.

First, I said “an agreement must provide a significant net benefit to our whole community—this cannot be a close call.”

The language in the agreement sets “preconditions” requiring that Amazon occupy office space and pay real estate taxes in year 1, before receiving 15% the increase in the hotel tax that in year 2 that would not exist if Amazon were not to locate here. Similarly, for each year from years 2 through 12, this agreement only obligates Arlington

On the whole, after looking critically Arlington Economic Development’s analysis, the Fuller Institute Report from George Mason, and the New Virginia Analysis, and taking out the hotel tax incentive, I see a net benefit over 12 years to Arlington of what I estimated \$151 million. That estimate would increase to more than \$300 million over 16 years as in those last four years the 25 to 38K Amazon employees are likely to be located here in offices that require real estate tax payments. That is a significant net benefit that we must and will use for our whole community.

The \$195 million in transportation funding Arlington will receive from the state of Virginia for transportation projects and the additional \$75 million that we will receive, at a minimum, from the state for housing are also benefits that we must consider.

Concerns that the business professional license and professional occupations tax that have been raised over the last two weeks do

not alter that conclusion for me. Revenues from BPOL are not included in the \$151 million and the

Ultimately, of course, benefitting the whole community means that the net \$151 million is used for all of our residents benefit, and most importantly those most in need. That means that we must invest revenue additions in housing affordability and do so at rates and amounts greater than the rent increases and home assessment increases that impact those most in need and our middle class. This deal must be a good for the 8% of Arlingtonians who live in poverty and middle class--police officers, firefighters, teachers, county employees, young families trying to make it and

My second criteria—this agreement must “consider and further our plans on housing, transportation, and our schools.” I believe the Performance Agreement meets this standard—the \$7 million of our AHIF funding that we are committing today to the neighborhoods closest to where Amazon will locate is a start. The \$75 million that the state will put in on housing helps as well. Over the medium to long term, I share the Northern Virginia Housing Alliance Leadership Council’s view that this agreement works on housing because “increased revenues will provide additional funding for affordable housing programs, but that we must have the political will to fund our affordable rental and homeownership goals.

On transportation, the \$195 million the state will invest in the second entrance to the Crystal City Metro, the transitway, and items already in the transportation portion of our plan for construction—our Capital Improvement Plan persuades me this fits in our plans. A safe estimate that at least 60% of Amazon employees will not use single occupancy vehicles helps be confident this is worthwhile. The estimates that our metro stops in both cases have capacity also persuades me that the growth

envisioned in the Crystal City Sector Plan and the Pentagon City Phased Development makes this a good deal on transportation.

On our schools, I ran for this office to bring down our commercial vacancy so that we can build the schools we need to educate every child well. This agreement will help provide the additional revenues we need to help catch up on our school capacity challenge. I acknowledge that the 73 to 98 annual estimate does not capture the full impact of the increase in students that is likely to result from Amazon coming here: that is up to nearly 1,000 students over 10 years, but I still think net revenues of \$151 million provides more revenue than cost in building our schools.

Third, I said that as we implement this agreement we must fully consider small business. I acknowledge on this item that the jury is still out. Implementation of this agreement is still to come.

Fourth, I said that we must have a fair and transparent process. I believe we have met this standard. I acknowledge and respect those who disagree, but I ask you to consider the evidence. We did 5 online sessions, 2 listening sessions, and I am very proud that we did 27 meetings with civic organizations and civic associations. Amazon has done more outreach, by far than any company that I am aware of in Arlington's history. We posted the full Performance Agreement 11 days ago. To be fair, some will disagree. I respect your views. Ultimately, I believe the community has had a fair chance to consider this Performance Agreement. There will be other steps to come and more conversation will occur.

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**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 8:04 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: SO CLOSE

FOIA Request Fulfillment  
Christian Dorsey  
Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

All correspondence, including this email, sent to and from Arlington County Board Members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.

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**From:** Mark Riley <rilesm@verizon.net>  
**Sent:** Saturday, March 16, 2019 4:12 PM  
**To:** Libby Garvey (External)  
**Cc:** Christian Dorsey; Matt de Ferranti; Katie Cristol; Erik Gutshall  
**Subject:** SO CLOSE

Dear Libby,

Your instincts were correct and you were so close to sending a message to your colleagues about the move to 1:4 for the little guys and the people who care for them. When it comes to the infants, less is so much more!

Mark

**From:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Sent:** Monday, March 18, 2019 7:59 PM EDT  
**To:** Krysta Jones <krjones@arlingtonva.us>  
**Subject:** Fwd: Your statements today

FOIA Request Fulfillment  
Christian Dorsey  
Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

All correspondence, including this email, sent to and from Arlington County Board Members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.

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**From:** Mary Curtius <mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 1:41 PM  
**To:** CBO-County Board Members  
**Cc:** Kendra Jacobs  
**Subject:** Re: Your statements today

Dear Board Members: Christian and Matt have shared their planned comments with me. If you have written comments that you would like for me to take a look at during the hearing, I am happy to do so. Also, once your comments are finalized and delivered, I would recommend that we post them on the Board website, or CMO's Amazon page.

**From:** Paul Lewis <plewis11@icloud.com>  
**Sent:** Saturday, March 16, 2019 1:58 PM EDT  
**To:** Erik Gutshall <egutshall@arlingtonva.us>  
**Subject:** Amazon support

Strongly support Amazon in Arlington with reasonable incentives, etc.

Thank you for your work

Paul Lewis  
5218 25th Place No  
22207  
571-271-7772

**From:** Mary Curtius <Mcurtius@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 12:51 PM EDT

**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>

**CC:** Kendra Jacobs <kjacobs@arlingtonva.us>

**Subject:** County Board email summary of letters on Amazon HQ2 performance agreement for Saturday, March 16, 2019

**Attachment(s):** "Letter of Support for new Amazon Headquarters.msg", "Amazon Performance Agreement.msg", "Re Comment to all Board Members regarding Amazon Vote.msg", "Amazon HQ2.msg", "Amazon headquarters.msg", "Please support the Amazon performance agreement.msg", "Amazon vote.msg", "I Support Amazon in Arlington.msg", "Amazon Hearing.msg", "Amazon.msg", "Approve Amazon Deal.msg", "Amazon agreement.msg", "400 Arlingtonians sign Petition saying Vote No on Amazon Incentives .msg", "opposition to Amazon incentives.msg", "Comments on Amazon Deal.msg", "Amazon Incentive Agreement.msg"

Dear Board Members: Attached, please find the emails that came in overnight and this morning on Amazon, with the summary below.

<b>Constituent</b>	<b>Topic</b>	<b>Summary</b>	<b>Action</b>
Judith Paulos	Amazon	Supports performance agreement	Will respond with Amazon letter
Elizabeth Barrett	Amazon	Opposes HQ2 performance agreement	Will respond with Amazon letter
Claire Christian	Amazon	Opposes HQ2 performance agreement	Will respond with Amazon letter
For Us Not Amazon Coalition	Amazon	Petition Opposes incentives for HQw	Responded with Amazon letter
William doggette	Amazon	Supports performance agreement	Will respond with Amazon letter
Tyler Ruckman	Amazon	Supports performance agreement	Will respond with Amazon letter
Sarah Nau	Amazon	Supports performance agreement	Will respond with Amazon letter
Matthew Forier	Amazon	Opposes HQ2 performance agreement -- against any incentives	Will respond with Amazon letter
Ira Rubenstein	Amazon	Supports performance agreement	Will respond with Amazon letter
Claudia Scott	Amazon	Supports performance agreement	Will respond with Amazon letter
Casey Nolan	Amazon	Supports performance agreement	Will respond with Amazon letter
Stephen Day	Amazon	Supports performance agreement	Will respond with Amazon letter
Wesley Wettengel	Amazon	Supports performance agreement	Will respond with Amazon letter
Paula Thiede	Amazon	Will you insiste on Project Labor Agreement before voting on the package?	Will respond with Amazon letter
Jason Stanford, Northern Virginia Transportation Alliance	Amazon	Supports performance agreement	Will respond with Amazon letter
Katilynn Long	Amazon	Supports performance agreement	Will respond with Amazon letter

**From:** For Us Not Amazon Coalition <novahq2@gmail.com>

**Sent:** Friday, March 15, 2019 12:22 PM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>; CountyManager <CountyManager@arlingtonva.us>; Christian Dorsey <cdorsey@arlingtonva.us>; Libby Garvey <Lgarvey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>; Matt de Ferranti <mdeferranti@arlingtonva.us>

**CC:** Angela Peoples <mspeoplesteam@gmail.com>

**Subject:** 400 Arlingtonians sign Petition saying "Vote No on Amazon Incentives"

**Attachment(s):** "400 Vote No on Amazon Incentives Petition Signatures.pdf"

Good afternoon,

Over the past several months activists with For Us, Not Amazon have been knocking on doors in neighborhoods across Arlington and Arlandria. We've been talking to our neighbors about Amazon's plan to build its second headquarters in our community and the County's plan to give away \$23 million dollars of our public resources to the corporation.

Through our canvassing and online outreach, we have collected signatures from over 400 of your constituents and neighbors who are opposed to any taxpayer-funded subsidy or incentive for Amazon's HQ2. The petition languages states:

*"We, the undersigned, demand that the Arlington County Board vote down any proposal that would give any taxpayer-funded subsidies or tax incentives, such as tax breaks, credits, or abatements, to Amazon's HQ2, whether they are being provided by the county or the state."*

A PDF with all 400 petition signers name and zip code is attached.

What we heard while canvassing our neighbors is that many people had not been approached or informed about HQ2 and the possible impact on their lives until we knocked on their doors. Many people are fearful of displacement, disturbed by Amazon's partnership with ICE and confused as to why the County government has not done more to ensure that this development benefits all of us.

We urge you to stand up for your constituents and vote No on the Amazon HQ2 Incentives.

Name	City	State	Postal Code	Country	Signed On
Adam Isaacs	Chevy Chase	MD	20815	US	1/14/2019
Adriana Molina	Arlington	VA	22204	US	2/14/2019
Adriane Lopez	Arlington	VA	22203	US	2/14/2019
Albert Castillo				US	10/29/2018
Alexandra Curley	Arlington	VA	22209	US	7/1/2018
Alexis Merino	Arlington	VA	22204	US	3/2/2019
Amy Ruggiero	Arlington	VA	22207	US	10/30/2018
Anastasia de Santos	Arlington	VA	22202	US	10/30/2018
Andrejatta Hiles				US	2/18/2019
Andrew Brewster-Geisz	Greenbelt	MD	20770	US	2/14/2019
Andrew Navarro	Poolesville	MD	20837	US	1/12/2019
Andy Behr	Alexandria	VA	22304	US	2/14/2019
Antoinette Mentone	Lake Villa		60046	US	11/20/2018
april snow	cleveland		37311	US	11/6/2018
Bambi Coval	Alexandria	VA	22314	US	2/9/2019
Ben Zazzara	Arlington	VA	22205	US	1/14/2019
Bennett Nagurka	Santiago		22205	Chile	11/13/2018
Bethany Davis	Reston	VA	20191	US	3/9/2019
Bryon Shaffer	Monterey		93940	US	2/3/2019
C Salas	Arlington	VA	22201	US	1/14/2019
Camella Stark	Apple Valley		93209	US	11/18/2018
Cameron Cook	Alexandria	VA	22314	US	2/14/2019
Cara Baylus	Ashburn	VA	20147	US	2/14/2019
Carlos Venegas				US	9/22/2018
Caroline McCaig	Fairfax	VA	22030	US	2/14/2019
Charles Case	Richmond	VA	23220	US	1/29/2019
Charlotte Malerich	Arlington	VA	22205	US	6/17/2018
Charlotte McConnell	Herndon	VA	20170	US	2/14/2019
Christopher Culp Robinson	Washington	DC	20005	US	6/17/2018



Christy Compton	Arlington	VA	22205	US	10/31/2018
Christy Mays				US	10/22/2018
Craig L	Reston	VA	20191	US	1/31/2019
Cristin Reeder	Arlington	VA	22205	US	6/17/2018
Daniel Shuhler	Arlington	VA	22209	US	6/17/2018
Daniel Walton				US	10/25/2018
Danielle Werchowsky	Arlington	VA	22202	US	10/30/2018
Digi Tribe				US	9/10/2018
Dilma Zurita	Arlington	VA	22205	US	2/14/2019
Don Hilaman				US	8/31/2018
Douglas Harwood	Arlington	VA	22204	US	11/15/2018
Dylan Colligan	Alexandria	VA	22314	US	2/14/2019
Elizabeth Johnston	Alexandria	VA	22305	US	2/8/2019
Elizabeth Schauf	Arlington	VA	22203	US	11/6/2018
Erica Schockett	Arlington	VA	22207	US	7/7/2018
Frank Richardson				US	8/31/2018
Gene Munson				US	8/11/2018
George Lee	West Islip		11795	US	12/1/2018
Gregory Lloyd				US	9/7/2018
Helena Khazdozian	Alexandria	VA	22302	US	2/7/2019
Jami Scaletta	Ellicott City		21042	US	2/10/2019
Jana Bertucci	Arlington	VA	22206	US	2/1/2019
Jane Green	Arlington	VA	22202	US	6/22/2018
Janet Altemus	Herndon	VA	20170	US	2/14/2019
John Musco	Arlington	VA	22202	US	6/17/2018
joseph young	Arlington	VA	22203	US	6/18/2018
Justin Jones	Richmond	VA	23284	US	1/29/2019
Kaiser Farooque	Alexandria	VA	22312	US	2/1/2019
Karen Wolf	Fairfax	VA	22030	US	6/18/2018
Kate Nielsen	Washington	DC	20002	US	1/12/2019

Kathleen Altemus	Alexandria	VA	22311	US	2/14/2019
Kristen Gates	Alexandria	VA	22315	US	2/2/2019
Kwasi Atta	Alexandria	VA	22302	US	2/14/2019
Laurie Croft	Goode	VA	24556	US	11/6/2018
Lesya Roberts	alexandria	VA	22307	US	2/16/2019
linda oakey	woodbridge	VA	22192	US	10/31/2018
Lydia Frescaz	Midland		79706	US	11/11/2018
Marcelo da Silva	East Meadow		11554	US	12/25/2018
Marcy Delos	Oakton	VA	22124	US	3/3/2019
Margaret Harris	Charlottesville	VA	22903	US	1/14/2019
Maria Bergheim	Leesburg	VA	20176	US	12/9/2018
Marian Almanza	Falls church	VA	22044	US	2/14/2019
marilyn siwek	alexandria	VA	22302	US	2/8/2019
Mark Reeves	Arlington	VA	22205	US	2/14/2019
Mark Simmons	Sunnyvale		94088	US	2/27/2019
Martin Baris BARIS	Arlington	VA	22203	US	1/31/2019
Matthew H.				US	6/18/2018
MAURICE BASSANELLO	Seaside		93955	US	2/28/2019
Melissa Blumenthal	Arlington	VA	22207	US	10/30/2018
Meredith Jones	Alexandria	VA	22304	US	2/14/2019
Michael Anderson	Chevy Chase	MD	20815	US	6/17/2018
Michael Friedmann	Bronx		10461	US	2/8/2019
Mick Crenshaw	Bend		97701	US	12/26/2018
Nicholas Rychlik	Bethesda	MD	20817	US	1/14/2019
Nicholas Starr	Arlington	VA	22209	US	11/5/2018
Olivia Buckley	Mclean	VA	22102	US	2/1/2019
Opal Boyer	Alexandria	VA	22304	US	1/12/2019
Oriana R				US	8/8/2018
Paul Kaye	Fairfax	VA	22032	US	2/15/2019
Robert Orr	Arlington	VA	22202	US	2/15/2019

Roshan Abraham	Arlington	VA	22207	US	7/7/2018
Ryan Simon	Arlington	VA	22204	US	11/13/2018
Sam Holmes				US	10/18/2018
Sayukta Gosavi	Bellevue		98004	US	1/19/2019
Scott Wright	Onalaska		77360	US	12/8/2018
Seth Peterson	Arlington	VA	22209	US	12/17/2018
Shannon Potter	Arlington	VA	22204	US	2/1/2019
Suha Khandker	Fairfax	VA	22030	US	2/2/2019
Tara Teaford	Arlington	VA	22207	US	10/31/2018
Terry Chioino	Seaside		93955	US	2/6/2019
Thomas Hart	Charleston		29405	US	11/9/2018
Tiffany Pryce	Alexandria	VA	22315	US	1/31/2019
Tricia Obester	Arlington	VA	22204	US	10/30/2018
Utkarsh Nath	Fremont		94555	US	2/2/2019
Vik Negi	Aurora		60504	US	2/10/2019
yancette halverson				US	7/1/2018
Zakiya Worthey	Arlington	VA	22204	US	11/5/2018
Becky L			20010	US	
Hugh H			20010		
Arthur F			22201		
Susan Murphy			22207		
Ted Loza			22204		
Linda Mitchell			22306		
Tom Clarkson			22180		
Edward A			22042		
Tracy A			22042		
Arielle P			22201		
Christina N			22203		
Ali K			22201		
Jeff G			22209		

Beth K			22031		
Steward D			20001		
Jose M			22209		
Ryan K			22209		
Tabitha R			22209		
Roxanna L			22204		
Elissa S			22203		
Andrew C			22213		
Ioannis D			22209		
ME Naylor			22203		
Karen B			22205		
Donna P			22204		
Megan M			22207		
R Vizard			22203		
David F			22303		
Bryan Zupan			22312		
Andrea Liang			22201		
T Frederick			22201		
Justin Schoville			22202		
Kizr M			22205		
Henry C			22209		
Andrew Parr			22201		
Michael Kane			22207		
David Potocnic			22203		
Mark Wiznitzer			22205		
Mike Anderson			20005		
Maja Evans			22204		
Charles McCullough			22202		
Shelley Castle			22205		
Benedetta Kessel			22204		

Annie Parker			22205		
Emily Vincent			22204		
Shannon Potter			22204		
Patrick B			22203		
Parker N			22203		
Maha H			22202		
Kaiser Farooque			22312		
Jasmine P			22205		
Zaira G			20001		
Mike M			20003		
Stefani C			22150		
Whitney P			22305		
Sean H			22030		
Caroloine C			22203		
Angelo M			22203		
Sahar J			20151		
Kaley B			22304		
Peter J			22304		
Chad Foster			22201		
Latiesha C			22206		
Henry C			22209		
Elizabeth S			22201		
Charlie S			22201		
Nancy W			22201		
Robin Meyers			22201		
Stephen H Davis			22205		
Alex R			22306		
Parisa Tafti			22207		
Roxana Alfaro			22204		
Jeff Elkner			22204		

Michael Kane			22207		
Alison Acker			22204		
Christine Gill			22201		
Maryanne Fox			22204		
Jay Still			22304		
Betty Nelson			22203		
Mabel Voker			22304		
Marcia Williams			22204		
CH Songster			22205		
J Collins			22205		
Susan Wallace			22207		
Alex Young-Williams			22207		
Paraiya Shoru			22203		
David Gould			22201		
Lara Osman			22203		
Brian Bonner			22203		
Sean Lyons			22204		
Kristine Lyons			22204		
Emily Kane			22203		
Christina Schultz			22201		
Loren Penny			22203		
Roberto Parada			22204		
Angela S			22205		
Summer Ihmeidan			22203		
Celine Ng			22203		
Q While			22207		
Claire Frisbie			22201		
C People			20020		
Carolyn F			22204		
Michelle P			22201		

Amber B			20170		
Rosemarie D			22301		
Chris Reed			22209		
Pinling L			22209		
Isis Rose			22201		
Bill Weiss			22201		
Patricia D			22209		
Tessa R			22314		
Boyd Walker			22314		
Nicole Docker			22202		
Jim Bolland			20115		
Jake C			22202		
Kathleen C			22202		
Taylor A			22202		
Christina C			22202		
Kristin S			20010		
Samara F			22202		
Adriana M-T			22204		
Nadine Z K			22202		
Elton P			20032		
Levi M			20721		
Wali S			22306		
Mario G					
Becky S			22202		
Kyriana L			22305		
Jeremy S			20001		
Arbey V			22305		
Ali N			22202		
Alex S			22316		
Pedro B			20705		
Reuben Chavez			22192		

Gloria Y			22130		
Katie O			22305		
Jessica A			20001		
Shrushti C			20024		
Eric L			22202		
Mat J			22305		
Iris H			22306		
Elizabeth B			22003		
Veghena H			20018		
Melana R					
Zhulieta S			22312		
Jessica S			22202		
Natalie T			22202		
Yolanda W			20002		
Chris R			22301		
Ashley K			22202		
Sabrin S			22202		
Sarah H			22202		
Svetlana M			22202		
Christi K			22202		
Fatimah W			22152		
Anita L			22202		
Erica P			22202		
Mitchel F			22202		
Catherine B			22305		
David E			20010		
Ben H			20011		
Preeti C			30318		
Emmett C			22202		
Chad E			22206		



Irine K			22202		
Grigory K			22202		
Annie X			22202		
Alexandria G			22202		
Dylan L			22046		
Yong R			22204		
Mike P			22204		
Gail K			22204		
Bernard P			22206		
Felecha M			22206		
Dan Simonson			22207		
Abraham K			22204		
Saleem U			22204		
Trenton B			22204		
Wendy F			22206		
Craig L			20191		
Dayana A			22206		
Ronnie R			22206		
Chris R			22206		
Tenketem M			22206		
Anna C			22206		
Barbara G			2206		
Robert C			22206		
Andrew M			22206		
Nancy G			22206		
Yvette G			22206		
Jamila W			22206		
Sharon M			22206		
Latasha B			22206		
Angel G			22206		
Lenny R			22206		

Remon J			22206	
Curtis J			22206	
Draw C			22204	
Andrew W			22204	
Modesto G				
Jason S			22204	
Ameera J			22079	
Norah D			22201	
Mohmeet S			22204	
Andre W			22206	
Brett B			22206	
Matthew B			22206	
Carmen G			22206	
Doris W			22206	
Najat J			22206	
Ousmane K			22204	
Tadesse C			22204	
Rosali O			22204	
Tilaltun T			22204	
Barnice Robertson	Arlington	VA	22204	US
Heather Jager	Arlington	VA	22204	US
Phida Salinas	Arlington	VA	22204	US
Bryan Gonzalez	Arlington	VA	22204	US
Kyle Love	Arlington	VA	22204	US
Shahbaz Ahmed	Arlington	VA	22204	US
Themis Ballis	Arlington	VA	22204	US
Lilia Tista	Arlington	VA	22204	US
Jose Fuentes	Arlington	VA	22204	US
Daniel Jackson	Arlington	VA	22204	US
Jaime Sorto	Arlington	VA	22204	US
Margarita Martinez	Arlington	VA	22204	US

Nilosa Jasmin Shemo	Arlington	VA	22204	US	
Maria Torres	Arlington	VA	22204	US	
Orlando V	Arlington	VA	22204	US	
Yonas Atoma	Arlington	VA	22204	US	
C Marina	Arlington	VA	22204	US	
Tra K	Arlington	VA	22204	US	
Marco F	Arlington	VA	22204	US	
Zamira	Arlington	VA	22204	US	
Elvis Granados	Arlington	VA	22204	US	
Erica Diaz	Arlington	VA	22204	US	
Suleyma Arajon	Arlington	VA	22204	US	
Daniel Gomez	Arlington	VA	22204	US	
Lindaura Alay	Arlington	VA	22204	US	
Shahnas Choudray	Arlington	VA	22204	US	
Yamileth Aloarado	Arlington	VA	22204	US	
Silvia B Cordova M.	Arlington	VA	22204	US	
Marian Alamanza	Arlington	VA	22204	US	
Helen Li	Fairfax	VA	22030	US	
Acadia Gribble	Hemdon	VA	20171	US	
Deidre Grant	Arlington	VA	22204	US	
Adam Williams	Arlington	VA	22204	US	
Carlos Alvarado	Arlington	VA	22204	US	
Meseret C Desta	Arlington	VA	22204	US	
Thelicha Wood	Arlington	VA	22204	US	
Traci Van Buren	Arlington	VA	22204	US	
Jennifer McHenry	Arlington	VA	22204	US	
Adella D	Arlington	VA	22204	US	
Michael Contley	Arlington	VA	22204	US	
James Park	Arlington	VA	22204	US	
Andre Rivera	Arlington	VA	22204	US	

Hemanth Ravikumar	Arlington	VA	22204	US	
Elly Spurs	Arlington	VA	22204	US	
Anna Khosil	Arlington	VA	22204	US	
Tyler K	Arlington	VA	22204	US	
Anarvin Angel	Arlington	VA	22204	US	
Ralph Zotter	Arlington	VA	22204	US	
Emerita Valentin	Arlington	VA	22204	US	
Theresa Miller	Arlington	VA	22204	US	
Mark Jager	Arlington	VA	22204	US	
Vivian N	Arlington	VA	22204	US	
Jeremy Burgess	Arlington	VA	22204	US	
Talluh Davis	Arlington	VA	22204	US	
Gray O.	Arlington	VA	22204	US	
Elsa Ramirez	Arlington	VA	22204	US	
Cristy Ramirez	Arlington	VA	22204	US	
Maria Munoz	Arlington	VA	22204	US	
Nelida Rodriguez	Arlington	VA	22204	US	
Tania Z	Arlington	VA	22204	US	
Barbara Flores	Arlington	VA	22204	US	
Nelson Martinez	Arlington	VA	22204	US	
Umme Muslima	Arlington	VA	22204	US	
Nora Hartiti	Arlington	VA	22206	US	
Ralph Beidleman	Arlington	VA	22206	US	
Peter Maymen	Arlington	VA	22206	US	
David Coady	Arlington	VA	22206	US	
William Robinson	Arlington	VA	22204	US	
Julio Hernandez	Arlington	VA	22206	US	
Nibras Kazimi	Arlington	VA	22204	US	
Muhamade Choudray	Arlington	VA	22204	US	
Gladys Canales	Arlington	VA	22204	US	

Cynthia Phelps	Arlington	VA	22204	US	
Hinton C	Arlington	VA	22204	US	
Guilmar Sandoval	Arlington	VA	22206	US	
Gail Dunbar	Arlington	VA	22206	US	
Leslie Rowe	Arlington	VA	22206	US	
Dixie Espinoza	Arlington	VA	22206	US	
Bethany Davis	Reston	VA	20191	US	
Daniel Shuhler	Arlington	VA	22204	US	
Gaile Keese	Arlington	VA	22204	US	

**From:** William Doggette <doggette@gmail.com>

**Sent:** Friday, March 15, 2019 10:16 AM EDT

**To:** Christian Dorsey <cdorsey@arlingtonva.us>

**Subject:** Amazon agreement

Mr. Dorsey,

I suggest that you all go ahead and approve the Amazon incentive deal. The opponents are a tiny minority, and we have heard them. Let's not be dumb like NYC. Then we can move ahead with other actions.

Regards,

Will Doggette

Arlington taxpayer and voter

**From:** Stephen Day <smdlld@icloud.com>  
**Sent:** Friday, March 15, 2019 6:50 PM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Amazon headquarters

To the Arlington County Board,

I just wanted to let the board know that I think it is very important to support Amazon establishing a second headquarters in Arlington. I have inferred from the public comments made by various board members that they agree. It would be a terrible loss if they decided not to come to the area.

Thank you.

Sincerely,

Lenore Day  
6723 N. 25th St.

**From:** Matthew Fortier <fortier.matthew@gmail.com>

**Sent:** Saturday, March 16, 2019 8:24 AM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>

**Subject:** Amazon Hearing

To Whom It May Concern,

I cannot make today's hearing but want to provide comment. Like many, I am uncomfortable about the millions of dollars in tax incentives our region would be providing Amazon to move to Arlington. We already attract strong talent in DC, including around technology, and these incentives only increase the inequity of the 1% like Jeff Bezos while setting (or reinforcing) a terrible precedent for how the common tax payers foot the bill of wealthy corporations.

To be clear, I am against providing any financial incentives to attract Amazon to Arlington and if that means that they do not move here, then I am fully comfortable with that decision.

Thank you,

Matthew Fortier

(Resident of Washington, D.C. since 2007)



**From:** Wesley Wettengel <wettengel@gmail.com>  
**Sent:** Friday, March 15, 2019 6:40 PM EDT  
**To:** Christian Dorsey <cdorsey@arlingtonva.us>  
**Subject:** Amazon HQ2

Mr. Dorsey:

My name is Wes Wettengel. I am a homeowner in the Crystal City neighborhood on 22nd Street. We have owned the home since 2001.

I recently heard there will be an Arlington county board meeting to discuss the Amazon headquarters going into Crystal City. I will not be able to attend but wanted to let you know we think the addition of the Amazon headquarters will be beneficial to all of Arlington.

Thanks for your time.

Wes Wettengel  
735 22nd St S  
Arlington VA 22202

**From:** Judith Paulos <jypaulos@gmail.com>  
**Sent:** Saturday, March 16, 2019 11:19 AM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Amazon Incentive Agreement

I wish to express my SUPPORT for this agreement and welcoming Amazon to the Arlington community.

*"Always remember that you are absolutely unique. Just like everyone else." - Margaret Mead*

**Judi Paulos**

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

**From:** Jason Stanford <jason@nvta.org>  
**Sent:** Friday, March 15, 2019 6:29 PM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Amazon Performance Agreement  
**Attachment(s):** "Alliance Amazon Letter.pdf"

Dear Arlington County Board Members,

Please find attached a letter of support for the Amazon performance agreement on behalf of the members of the Northern Virginia Transportation Alliance. Please let me know if you have any questions or require any additional information.

Thank you for your time and consideration.

Sincerely,

Jason Stanford  
Douglas Park resident



Jason Stanford  
Executive Director  
P.O. Box 6149  
McLean, VA 22106-6149  
Office: 703-883-1830  
Mobile: 650-200-6375  
[www.NVTA.org](http://www.NVTA.org)



March 15, 2019

Arlington County Board  
2100 Clarendon Blvd  
Suite 300  
Arlington, VA 22201

Dear Chair Dorsey,

On behalf of the members of the Northern Virginia Transportation Alliance, I am writing to share our strong support for the performance agreement with Amazon to locate its new headquarters in Northern Virginia.

For more than 30 years, the Northern Virginia Transportation Alliance has been the leading voice for regional transportation solutions in Northern Virginia. Bringing together citizens, businesses, and other nonprofit organizations, the Alliance is committed to improving mobility and building a 21<sup>st</sup> century transportation network for our region.

The transportation investments included in this agreement by Arlington County and the Commonwealth of Virginia are an important step forward for our transportation network and will contribute to further economic development throughout Northern Virginia. These improvements have long been a part of the community's long-range transportation capital improvement plans. Accelerating the timeline for these projects to meet the transportation needs of our growing community is a wise decision by state and local policymakers.

As our community continues to grow with new residents and employers, our transportation system needs to keep pace to ensure that growth is not stifled by inadequate investment in our transportation infrastructure. The decision by Amazon to locate at National Landing – a nexus for multimodal transportation options including I-395, Richmond Highway, Reagan National Airport, Metro, BRT, and VRE - shows just how important transportation infrastructure is to the continued economic development, growth and success of our region.

In order to meet the transportation needs of not just Arlington residents, but Northern Virginia residents who will work for Amazon and choose to live in other parts of the region, the Alliance urges you to adopt this performance agreement and fulfill our commitment to Amazon so that our region can continue to grow and prosper.

Sincerely,

A handwritten signature in black ink that reads 'Jason Stanford'. The signature is written in a cursive style with a large initial 'J' and 'S'.

Jason Stanford

Executive Director

CC: County Board Vice Chair Libby Garvey, County Board Member Katie Cristol, County Board Member Matt de Ferranti, County Board Member Erik Gutshall, County Manager Mark Schwartz

P.O. Box 6149  
McLean, VA 22106-6149  
tel-703/883-1830  
[www.nvta.org](http://www.nvta.org)

**From:** claudiascott.va@gmail.com <claudiascott.va@gmail.com>

**Sent:** Saturday, March 16, 2019 8:02 AM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>

**Subject:** Amazon vote

Chairman Dorsey and Board Members: Please do not be swayed by the vocal opponents of the Amazon deal. Amazon will bring much-needed development to Arlington, reducing the persistent high commercial vacancy rate and diversify our government-centric workforce.

As a 50-year resident of Arlington, I urge you to move ahead today and vote for the incentive package that will bring Amazon to our county.

There have been concerns raised about traffic, schools, and housing. Since we previously had 24K more workers in Crystal City, before BRAC struck, we know that we can handle the traffic and other transportation issues. We have experience doing so. The schools will be marginally impacted, but the increase in enrollment will be distributed among multiple school districts, since Amazon employees will live throughout the DC area.

Housing is a genuine concern. Building affordable rental units is a stated goal, and it is up to the county to enforce that. But how do we make home ownership affordable for young families? That has long been a problem in Arlington and is likely to get worse. Please keep that issue on your radar screen as we go forward and look for creative solutions.

Thank you for having so many informational meetings about the impact of HQ2 in recent weeks. That seems to me a sign of your commitment to making this proposal work.

Claudia Sturges Scott  
1300 Crystal Drive, #1209  
Arlington, VA 22202

Sent from my iPhone

**From:** Sarah Nau <sarahnau@gmail.com>  
**Sent:** Saturday, March 16, 2019 9:15 AM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Amazon

Dear Arlington County Board,

Please consider allocating funds to Arlington county schools instead of Amazon. I toured our elementary school, Glebe, this week. It has 650 children enrolled whereas ten years ago, it had 250. At some point we have to admit that the quality of an Arlington education is getting impacted by the sheer volume of kids. Why would invest in bringing more people to a county that can hardly support it's current capacity? Has a poll of the residents that voted you in been conducted on Amazon's arrival?

A county such as Prince George's or Loudon would benefit so much more from an Amazon presence. Our infrastructure can't handle much more. Please consider all aspects of this decision especially current educational needs and taxpayers wishes.

Thank you,  
Sarah Maas

Sent from my iPhone

**From:** Tyler Ruckman <tyler.ruckman@gmail.com>

**Sent:** Saturday, March 16, 2019 9:17 AM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>

**Subject:** Approve Amazon Deal

Hello,

As a resident of what I perceive to be a progressive yet business friendly county, I expect you all to expedite the Amazon approval process. Not doing so will impact how I vote going forward.

Sincerely,  
Tyler Ruckman

**From:** Elizabeth Barrett <evbarrett07@gmail.com>

**Sent:** Saturday, March 16, 2019 10:57 AM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>

**Subject:** Comments on Amazon Deal

Good morning,

As I cannot attend the public hearing, I am submitting my comments.

As a Pentagon City resident, I was incredibly disappointed to hear that Amazon was coming to Crystal City, the created "National Landing." My first thought was that I will likely be priced out of my apartment because my building is owned by JBG Smith, the company that benefits the most from Amazon's move. The competition for apartments in Crystal City and Pentagon City will encourage higher apartment lease prices, making reliable residents be forced to move. And I'm not even referring to subsidized housing, which will face this problem even faster.

In addition, I fear that the inevitable gentrification that JBG Smith and Amazon will instill in Arlington will be detrimental to the community feel of the nearby area and the county.

Regards,

Elizabeth Barrett (please do not mention my name if comments are cited or referred to)



Virus-free. [www.avast.com](http://www.avast.com)



**From:** Ira Rubenstein <irubenstein@pbs.org>  
**Sent:** Saturday, March 16, 2019 8:06 AM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** I Support Amazon in Arlington

Dear Board Members,

As someone who lives in Arlington and works in Crystal City, I believe I have a unique voice to the debate. I fully support Amazon coming to Crystal City and the incentives you are offering them.

JPG has shared with us their vision for National Landing and along with Amazon and Virginia Tech campus, it will help transform our community. We will have another major employer besides the government. We saw first hand the huge impact the government shutdown had on our neighbors and local businesses. What's going to happen if the government needs to downsize? It would devastate our community. We need to diversify the businesses here. Technology is the future. Bringing technology jobs and technology education is a wonderful combination and a gift to our community.

Please vote yes to grant the incentives you are considering for Amazon. We will be paid back thousands of times with the investment. Please do not allow a vocal minority to derail this wonderful opportunity.

Thank you.

Ira Rubenstein

PS Please save the trees in Arlington from the home builders.

Ira Rubenstein  
Chief Digital & Marketing Officer PBS  
2100 Crystal Drive  
2nd Floor  
Arlington, VA 22202-3785  
P) 703-739-5145  
[irubenstein@pbs.org](mailto:irubenstein@pbs.org)

Ira Rubenstein  
3509 N Jefferson St  
Arlington, VA 22207

**From:** Kaitlynn Long <kl3.long@gmail.com>  
**Sent:** Friday, March 15, 2019 6:27 PM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Letter of Support for new Amazon Headquarters

March 14, 2019  
Arlington County Board  
2100 Clarendon Boulevard  
Suite 300  
Arlington, VA 22201  
Dear Chair Dorsey,

My name is Kaitlynn Long and I live in Court House with my partner. My family has lived both in Arlington and the greater Northern Virginia area for over 25 years. I am writing to support Arlington's incentive agreement with Amazon to build their new headquarters in Arlington. I believe this is a valuable investment in Arlington's future for the following reasons:

- Amazon's new jobs will offset the job losses Arlington has experienced as a result of BRAC, Sequestration, and federal budget cuts
- Amazon's presence in Arlington will help create and support thousands of additional jobs (including mine) across many different industries
- Amazon will help lower Arlington's office vacancy rate which will mean increased commercial tax revenue which will help us pay for schools and balance the County budget while lessening the burden on residential taxpayers
- Amazon's headquarters will help revitalize Crystal City
- Amazon will solidify Arlington's reputation as a leader in innovation and will help us attract other companies in the future
- There will be more job opportunities for local graduates to remain in Arlington and Northern Virginia
- By attracting Amazon, Virginia has agreed to invest more in K-12, higher education, and computer science programs in Arlington and across Northern Virginia
- By attracting Amazon, Virginia has agreed to invest more in new and improved transportation infrastructure in Arlington and Northern Virginia

I am proud to make Arlington my home and believe that Arlington will be a great home for Amazon. Amazon's headquarters will help us build a future that provides opportunity for all Arlingtonians. I encourage you to vote for the incentive agreement for the Amazon headquarters.

Sincerely,  
Kaitlynn Long

CC: County Board Vice Chair Libby Garvey, County Board Member Katie Cristol, County Board Member Matt de Ferranti, County Board Member Erik Gutshall, County Manager Mark Schwartz

**From:** Claire Christian <clairechristian47@gmail.com>

**Sent:** Saturday, March 16, 2019 10:53 AM EDT

**To:** CountyBoard <CountyBoard@arlingtonva.us>

**Subject:** opposition to Amazon incentives

Dear Arlington County Board,

In advance of today's board meeting, I wanted to add my voice to those opposing incentives for Amazon, particularly without a hearing in which Amazon must respond directly to citizens. I have also read today that there will be a proposed 2-day delay in responding to FOIA requests related to Amazon that will allow Amazon time to sue to prevent the release of information.

It is astonishing to me that in an area with low unemployment, we are bending over backwards to give money to one of the world's richest companies because of some nebulous promise of "jobs". Amazon failed to take responsibility for soaring housing costs in Seattle that created a homelessness crisis. We don't need any more of that here - our housing prices are already astronomical. They also avoid paying their fair share of taxes.

I've been extremely disappointed in the way that Arlington has handled this issue, and hope you will all reconsider your approach.

Sincerely,

Claire Christian

1818 N. Adams St.

Arlington, VA 22201

**From:** Casey <nolan.casey@gmail.com>  
**Sent:** Friday, March 15, 2019 8:35 PM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Please support the Amazon performance agreement

Dear Chair Dorsey,

As an Arlington resident, I am writing to encourage the Arlington County Board to approve the County's performance agreement with Amazon for their new headquarters. Approving this agreement is an important step in building Arlington's future. Welcoming Amazon to Arlington will help our community respond to challenges, realize our vision for the future, and create opportunity for everyone who lives or works in Arlington.

Approving this agreement is an important step in securing Arlington's fiscal health for decades to come. The tax revenues generated by Amazon's presence will enable the community to address the transportation, housing, and school funding challenges that predated Amazon and were magnified by Arlington's stubbornly high office vacancy. A new, consistent, and growing stream of revenue will support and preserve amenities and services that Arlingtonians value and have come to expect without adding a burden on residential taxpayers.

Welcoming Amazon will solidify Arlington as a center for innovation. Innovative companies tend to cluster, so Arlington has an opportunity to build on being Amazon's headquarters location. Being a home to innovative companies will lead to improved employment prospects for residents. These jobs will also provide opportunity for graduates of our schools to remain in Arlington and Northern Virginia.

I am proud to make Arlington my home and believe that Arlington will be a great home for Amazon. Amazon's headquarters will help us build a future, rooted in our existing plans, that provides opportunity for all Arlingtonians. I encourage the County Board to approve the performance agreement for the Amazon headquarters to help secure Arlington's economic future.

Sincerely,  
Casey Nolan  
Clarendon-Courthouse

--

**Casey Nolan**  
Research Analyst at Gartner  
Georgetown University, C'17, G'18  
[nolan.casey@gmail.com](mailto:nolan.casey@gmail.com)  
281-732-3366

**From:** Paula Thiede <pstcwm@hotmail.com>  
**Sent:** Friday, March 15, 2019 6:29 PM EDT  
**To:** CountyBoard <CountyBoard@arlingtonva.us>  
**Subject:** Re: Comment to all Board Members regarding Amazon Vote

You did not address my comment, Sir. Will you insist on a Project Labor Agreement prior to voting on the package?

Thank you again,  
Paula Thiede

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**From:** CountyBoard@arlingtonva.us <CountyBoard@arlingtonva.us>  
**Sent:** Friday, March 15, 2019 13:31  
**To:** pstcwm@hotmail.com  
**Subject:** RE: Comment to all Board Members regarding Amazon Vote

Dear Ms. Thiede,

On behalf of my colleagues, I am writing in response to your thoughts about Amazon's plans to build a second headquarters in Arlington. Your message has been made part of the public record for the Saturday, March 16, 2019 Regular County Board Meeting, where the Board will hold a public hearing and vote on the County's draft Economic Development Incentive Grant Agreement with Amazon. The [draft Economic Development Incentive Grant Agreement](#) between the County and Amazon has been posted on the County website. Anticipating that many members of our community may wish to speak at the March 16 public hearing, we are encouraging [advance sign-ups](#) on the County website until 4 p.m. on Friday, March 15.

You also can sign up in person on March 16, beginning at 8 a.m. The Board will take testimony from all who wish to speak, starting with those who signed up in advance on the website. You can learn more about [speaking at a County Board public hearing](#) on the County website. The meeting will be live-streamed and archived on the County website.

Since [Amazon announced in November 2018](#) that it had selected Arlington as the site for its proposed second headquarters, the County Board has engaged in an intensive conversation with our community about what Amazon's plans would mean for Arlington. The company plans to create some 400-500 jobs in Arlington in 2019, then gradually grow its presence in parts of Crystal City and Pentagon City over the next 12 years, eventually creating at least 25,000 jobs.

County government has offered a variety of opportunities for residents, businesses and other stakeholders to weigh-in on the County's offer to Amazon, and on what Amazon's proposed expansion here will mean for our community. Staff and the County Board have held listening sessions, town halls, and a virtual learning series, [now archived on the County website](#), to explore serious issues about Amazon's potential impact on affordable housing; traffic; transportation; schools; open space, office vacancy rate, budget and more. Board members have engaged with groups across the County.

We have underscored that Arlington's proposal to Amazon relies largely on investing in community assets that would improve the livability of our community while supporting the additional growth that Amazon would bring. You can find all the details of the [incentive package](#) on our website, along with a [trove of other Amazon-related information](#).

This is an extraordinarily important decision for Arlington, for the people who live here now and generations to come. My colleagues and I thank you for taking the time to share your views on Amazon with us.

Sincerely,

Christian Dorsey, Chair  
Arlington County Board

**From:** David Kennedy <DKennedy@COGR.edu>  
**Sent:** Saturday, March 16, 2019 9:29 PM EDT  
**To:** Erik Gutshall <egutshall@arlingtonva.us>  
**CC:** Christian Dorsey <cdorsey@arlingtonva.us>; Bryna Helfer <bhelper@arlingtonva.us>  
**Subject:** Follow up from end of the Meeting  
**Attachment(s):** "Kennedy\_Arlington\_Board\_March16.docx"

Hi Erik, I appreciate you taking a few minutes with me at the end of the meeting this evening. And thank you for being open to talking more about transparency and accountability and Amazon – and how to effectively engage with Amazon in the next phase.

I was the 28<sup>th</sup> speaker today and I have attached the letter that I submitted to the Clerk. I also spoke at the podium with Chair Dorsey after the gentleman was escorted from the meeting.

While I wish there had been a way to delay the vote for a month and see if we could get Amazon to commit to participating in a Transparency Working Group, I hope we don't give up on that idea – it's a good one, and one that I think is needed.

Finally, I like your challenge to the Board that it's time to be "game changers." I would be happy to be involved in game-changing solutions with a diverse set of voices, maybe even the loudest voices. While the tactics of the loudest voices are not always easy, there are some passionate folks who have some really good ideas and could be key to advancing those game-changing ideas!

I look forward to talking more.

Sincerely, David Kennedy



Gerard House – Advocating Fairness, Justice, and Dignity for all

March 12, 2019

The Honorable Christian Dorsey, Chair  
Arlington County Board  
2100 Clarendon Boulevard  
Arlington, VA 22201

Dear Chair Dorsey and Members of the Arlington County Board,

I am a student at Wesley Theological Seminary and Founder of Gerard House – an organization that advocates for social justice. I am heartened when I consider the values of the Board and this community – and how they align with the Parable of the Persistent Widow from the Gospel of Luke. In Luke 18, Jesus tells the story of the widow seeking justice who regularly is rebuked by a tired and indifferent judge. But, finally, the widow wears down the judge and he relents by saying: *“Even though I don’t fear God or care what people think, yet because this widow keeps bothering me, I will see that she gets justice ...”*

We need the Board and our community to display the persistence and tenacity of the widow. The pending arrival of Amazon into our community will reshape Arlington. **My concern is the impact on affordable housing.** While none of us can predict the exact impact, Economics 101 and the law of supply and demand are helpful – the demand for housing will increase, the supply of housing will remain constrained, **and housing prices will increase.**

Before any agreement is finalized, I appeal to the Board to make a bold, and yes, risky commitment to transparency and accountability – **I propose the establishment of an Amazon Transparency & Accountability (ATA) Working Group.** This initiative would be above and beyond other transparency initiatives the Board has taken, to-date. The Working Group should include Amazon; housing, business and community leaders; **and importantly, those that feel they have been disenfranchised and are at risk.** The Working Group should meet regularly to address issues of broad interest – starting with the Amazon impact on affordable housing – **and further, provide a mechanism to engage the public through periodic, open meetings.**

Some discussions within the Working Group could be messy, with heated conversations. However, the strategic partnering that emerges could serve Arlington well for many decades going forward. In fact, I might suggest Amazon’s active participation could provide the company with an unexpected benefit as they intimately learn the fabric of our community, and become better positioned to engage on issues that inevitably will arise and be important to Amazon.

**I urge the Board to channel the persistence and tenacity of the widow from Luke 18 into a new opportunity for transparency and accountability.** I, too, will commit to wear the mantle of the persistent widow! Thank you for considering an Amazon Transparency & Accountability Working Group and I look forward to working with you.

Sincerely,

David Kennedy



**From:** claudmag@aol.com <claudmag@aol.com>

**Sent:** Saturday, March 16, 2019 2:50 PM EDT

**To:** Christian Dorsey <cdorsey@arlingtonva.us>; Libby Garvey <Lgarvey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>; Matt de Ferranti <mdeferranti@arlingtonva.us>

**Subject:** Letter from Arlington Resident on APS Funding

**Attachment(s):** "Library Assistant Letter to Board 2019.docx"

March 16, 2019

Christian Dorsey, Chair

Libby Garvey, Vice Chair

Katie Cristol, Member

Erik Gutshall, Member

Matt de Ferranti, Member

Arlington County Board

Ellen M. Bozman Government Center

2100 Clarendon Blvd. Suite 300

Arlington, VA 22201

Dear Chairman Dorsey, Vice Chair Garvey, and County Board Members Cristol, Gutshall and de Ferranti,

Attached is a letter signed by the library assistants of all 23 Arlington County elementary schools, as well as the assistants in the libraries at 10 secondary schools, asking the Arlington School Board not to consider a budget proposal that would eliminate all library assistants at the elementary level. The cut was one of many proposed by the APS superintendent to close a funding gap should the Arlington County Board not vote to fully fund the schools next year. These cuts involve staff who interact daily with and provide instructional support to students and, if made, will take away from the enriching educational experience that Arlington has always provided its students. The excellent reputation of Arlington schools is one of the primary reasons that more and more people are moving to the county every year and choosing to send their children to our public schools. Thus, as an Arlington resident, former APS parent and PTA president, library assistant, and long-time library supporter, I am writing to ask the County Board to fully fund the Arlington schools next year in order to preserve one of the county's greatest assets.

The cut to library assistants is a prime example of a unique Arlington program that will be fundamentally and negatively altered if the county does not fully fund the schools. The libraries in Arlington elementary schools – where our youngest students discover the joy of reading – all contain extensive book collections (approximately 15,000 in each). The library assistants maintain these collections – taking regular inventory, repairing books, processing new books, and discarding out-of-date material to keep the collections current. The assistants find materials and check in and out books for hundreds of students and teachers daily. The assistants also create the library displays that promote different sections of the library, shelve returned books constantly to keep them accessible to students, and run daily library reports. Most importantly, the assistant keeps the library open before and after school as well as throughout the school day while the librarian is teaching. Without the assistant, the library would not be accessible to students for the majority of the school day. The librarian, a certified teacher who is planning and teaching lessons to five or six classes daily, simply cannot perform all these tasks. And finally, if there is no assistant, the librarian will no longer have time to run the extra library programs, such as book clubs, maker space, and programs like Battle of the Books.

As you well know, the growth in the number of Arlington students has created the need to build new and refurbish existing school buildings around the county, a fact that has made this upcoming budget year particularly challenging. It is my hope – as well as that of the signers of the attached letter, most of whom are Arlington residents and APS parents or former parents – that the Arlington County Board will help Arlington schools maintain their high standards – and protect important programs such as school libraries – by fully funding the schools during this difficult budget year. There is no better use of taxpayer dollars than supporting our children.

Sincerely,

Shannon Toole

3616 N. 17<sup>th</sup> Street

Arlington, VA 22207

March 11, 2019

Mr. Reid Goldstein, Chair  
Ms. Tannia Talento, Vice Chair  
Ms. Barbara Kanninen  
Ms. Monique O'Grady  
Ms. Nancy Van Doren  
Arlington County School Board  
Syphax Education Center  
2110 Washington Blvd.  
Arlington, Virginia 22204

Dear Chairman Goldstein, Vice Chair Talento, and School Board Members Kanninen, O'Grady and Van Doren:

As the library assistants for the 23 Arlington County elementary schools, we are writing to ask the school board to refrain from eliminating our positions when considering possible Tier Two cuts in the superintendent's proposed budget. While we obviously do not want to lose our jobs, of greater import is the fact that our position is vital to our schools and their libraries, and that the elimination of our position would have a direct negative impact on students. Quite frankly, the language in the proposed budget that states getting rid of elementary library assistants as having "a minimal impact directly on students" is unequivocally wrong.

While we understand that the budget process has just begun and that difficult decisions may be necessary, we hope that the school board will maintain the position it has taken in the past that the protection of staff who work directly with students is vital.

It is important to recognize that elementary library assistants work with every student and teacher in the school every day. Librarians are not the only ones who help students and teachers select books or pull research materials for classrooms -- that just isn't possible. Librarians spend most of their day teaching and planning lessons -- library assistants are the ones at the front desk assisting anyone who walks in the door. Elementary students are constantly coming to the library on passes from the minute the first bus arrives until well after school is dismissed. And this steady flow of students is in addition to the regularly scheduled classes that visit the library for lessons and checkout every day. Often these classes overlap, requiring both the librarian and assistant to manage the crowd.

Library assistants also interact with students daily during our other school duties. Across the county, library assistants not only assist the librarians with their instruction, we provide support for the entire school. Some oversee recess, assist in the lunchroom, monitor traffic in the halls, manage the daily arrival and dismissal of students, proctor exams, provide instructional support for special programs such as STEAM days at the schools, and help with school events like Field Day.

Further, the importance of the personal relationships that library assistants develop with students cannot be emphasized enough. Assistants – because of our daily contact with students – have firsthand knowledge of students’ interests (and often personal circumstances in their lives) and, thus, can help them in selecting books based on this knowledge. In many schools, the library is a haven for students to get away from the chaos of arrival and dismissal, or a place to go when medical or religious circumstances keep them from participating at recess or being in the cafeteria. Library assistants are in place to supervise these students while they are in the library and, very often, to lend a sympathetic ear.

As for the librarian and volunteers handling the administrative aspect of our jobs, as the budget language suggests, that is just not realistic. Assistants check in and out thousands of books every week, shelve those books, and maintain student library records. We process new books, discard old books, repair books, and take regular inventory of the library. This is something that the librarian -- a certified teacher who is planning and teaching lessons -- will not have time to do. Asking librarians to spend the majority of their day doing administrative work takes away from the library as an instructional and enriching resource. Simply put, if library assistants were gone, there would not be time for librarians to plan and carry out the current level of curriculum support and special programs such as book groups, maker space activities, or Battle of the Books.

As for volunteers handling these tasks, as the budget language also suggests, that is not feasible. A library with more than 16,000 books requires regular support, which is something volunteers cannot provide. Volunteers also cannot access student records, so they could not carry out administrative tasks such as running overdue reports or collecting money for lost or damaged books. In addition, the ability of parents to volunteer varies throughout our community and relying on volunteers to assist in the library would result in an inequitable situation between schools.

If the school board and Dr. Murphy are committed to the goal of increasing literacy, then it is crucial to acknowledge the contribution of school libraries, librarians, and the library assistants. We strongly encourage you to not consider eliminating the elementary library assistant positions as part of any budget discussion.

Sincerely,

Lola Palacios  
Abingdon Elementary School

Tom McGuire  
Arlington Science Focus Elementary School

Lora Shelly  
Arlington Traditional Elementary School

Margaret Ayers and Sandra Troup  
Ashlawn Elementary School

Margolinda Rodriguez  
Barcroft Elementary School

Nancy Costello  
Barrett Elementary School

Richard Roberts and Christy Przystawik  
Campbell Elementary School

Sean Martin  
Carlin Springs Elementary School

Rachel Veizaga and Rachel Walsh  
Claremont Elementary School

Kristin Wine  
Discovery Elementary School

Cheryl Butler  
Drew Model Elementary School

Rene Arana  
Glebe Elementary School

Eva Fadel and Maureen Fox  
Hoffman-Boston Elementary School

Stacey Tucker  
Jamestown Elementary School

Maria Mena and Karina Rivera  
Key Elementary School

Lisa Chamness  
Long Branch Elementary School

Kathy Michael, Celia Broderick, Ginnie Nichols  
McKinley Elementary School

Regina Koehler  
Nottingham Elementary School

Beth Scott  
Oakridge Elementary School

Stacy Rinker  
Patrick Henry Elementary School

Toby Peabody  
Randolph Elementary School

Shannon Toole  
Taylor Elementary School

Mary Sible  
Tuckahoe Elementary School

Secondary Library Assistants Signing in Support:

Stephanie Moreno  
Yorktown High School

Jeannie Sklar and Hilary Lord  
Washington-Lee High School

Dan Redmond  
Wakefield High School

Nelly Navarro-Britt  
Langston High School

Westen Muntain and Richard Roberts  
Gunston Middle School

David Blair  
Swanson Middle School

Stephanie Scott  
Williamsburg Middle School

Donna Gavin  
Thomas Jefferson Middle School

Jeanette Hall  
Kenmore Middle School

Carol Burger  
H.B. Woodlawn Secondary Program

**From:** Matt de Ferranti <mdeferranti@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 12:48 PM EDT

**To:** Christian Dorsey <cdorsey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>; Libby Garvey <Lgarvey@arlingtonva.us>; Shannon Flanagan-Watson <Sflanagan-watson@arlingtonva.us>; Mark Schwartz <Mschwartz@arlingtonva.us>

**CC:** Lynne Porfiri <Lporfiri@arlingtonva.us>; Mary Curtius <Mcurtius@arlingtonva.us>

**Subject:** My planned comments this afternoon---open to your line edits and thoughts

**Attachment(s):** "Amazon comments mdf.docx"

All,

Attached and below is what I plan to say.

I am open to your advice, as I value it in the course of offering my views.

Thanks,

Matt

**Matt de Ferranti**

**Member, Arlington County Board**

2100 Clarendon Blvd., Suite 300

Arlington, VA 22201

[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)

(703) 228-3130

*Any email sent to/from Arlington County email addresses may be subject to disclosure under Freedom of Information Act (FOIA) requests.*

73 days ago, I sat on this dais for the first time and outlined the standards that I would apply to an initial agreement between Arlington County and Amazon. Today, I apply those standards as I consider my vote on the 13-page Performance Agreement before us.

First, I said “an agreement must provide a significant net benefit to our whole community—this cannot be a close call.”

The language in the agreement sets “preconditions” requiring that Amazon occupy office space and pay real estate taxes in year 1, before receiving 15% the increase in the hotel tax that in year 2 that would not exist if Amazon were not to locate here. Similarly, for each year from years 2 through 12, this agreement only obligates Arlington

On the whole, after looking critically Arlington Economic Development’s analysis, the Fuller Institute Report from George Mason, and the New Virginia Analysis, and taking out the hotel tax incentive, I see a net benefit over 12 years to Arlington of what I estimated \$151 million. That estimate would increase to more than \$300 million over 16 years as in those last four years the 25 to 38K Amazon employees are likely to be located here in offices that require real estate tax payments. That is a significant net benefit that we must and will use for our whole community.

The \$195 million in transportation funding Arlington will receive from the state of Virginia for transportation projects and the additional \$75 million that we will receive, at a minimum, from the state for housing are also benefits that we must consider.

Concerns that the business professional license and professional occupations tax that have been raised over the last two weeks do not alter that conclusion for me. Revenues from BPOL are not included in the \$151 million and the

Ultimately, of course, benefitting the whole community means that the net \$151 million is used for all of our residents benefit, and most importantly those most in need. That means that we must invest revenue additions in housing affordability and do so at rates and amounts greater than the rent increases and home assessment increases that impact those most in need and

our middle class. This deal must be a good for the 8% of Arlingtonians who live in poverty and middle class--police officers, firefighters, teachers, county employees, young families trying to make it and

My second criteria—this agreement must “consider and further our plans on housing, transportation, and our schools.” I believe the Performance Agreement meets this standard—the \$7 million of our AHIF funding that we are committing today to the neighborhoods closest to where Amazon will locate is a start. The \$75 million that the state will put in on housing helps as well. Over the medium to long term, I share the Northern Virginia Housing Alliance Leadership Council’s view that this agreement works on housing because “increased revenues will provide additional funding for affordable housing programs, but that we must have the political will to fund our affordable rental and homeownership goals.

On transportation, the \$195 million the state will invest in the second entrance to the Crystal City Metro, the transitway, and items already in the transportation portion of our plan for construction—our Capital Improvement Plan persuades me this fits in our plans. A safe estimate that at least 60% of Amazon employees will not use single occupancy vehicles helps be confident this is worthwhile. The estimates that our metro stops in both cases have capacity also persuades me that the growth envisioned in the Crystal City Sector Plan and the Pentagon City Phased Development makes this a good deal on transportation.

On our schools, I ran for this office to bring down our commercial vacancy so that we can build the schools we need to educate every child well. This agreement will help provide the additional revenues we need to help catch up on our school capacity challenge. I acknowledge that the 73 to 98 annual estimate does not capture the full impact of the increase in students that is likely to result from Amazon coming here: that is up to nearly 1,000 students over 10 years, but I still think net revenues of \$151 million provides more revenue than cost in building our schools.

Third, I said that as we implement this agreement we must fully consider small business. I acknowledge on this item that the jury is still out. Implementation of this agreement is still to come.

Fourth, I said that we must have a fair and transparent process. I believe we have met this standard. I acknowledge and respect those who disagree, but I ask you to consider the evidence. We did 5 online sessions, 2 listening sessions, and I am very proud that we did 27 meetings with civic organizations and civic associations. Amazon has done more outreach, by far than any company that I am aware of in Arlington’s history. We posted the full Performance Agreement 11 days ago. To be fair, some will disagree. I respect your views. Ultimately, I believe the community has had a fair chance to consider this Performance Agreement. There will be other steps to come and more conversation will occur.

I also said I hoped for a once in a generational, transformational, win-win. I identified three key investments to reach that higher standard First, affordable homeownership and rental housing. This Performance Agreement does not include the significant, tangible investment I had hoped for on housing, but, to be fair, the site plan process that will proceed over the coming months is the logical place for such investments. I note the importance of early action to invest in housing and look forward to both the Chair’s Housing Arlington initiative and partnering with Amazon on housing, which is an opportunity I hope and believe we can seize.

Second, energy efficient buildings and renewable energy. We do not have the upfront net zero commitment we might have hoped for, but I believe that in this area the site plan process is

indeed the right time to discuss this. With Amazon's commitment to post progress toward renewable and carbon emissions later this year, I believe we will reach this goal as well.

Third, fair pay for those who work on and in the buildings that will be built. This is very important to me. I believe it is fair to say the parties involved—not Arlington County, as we are prohibited by law from being a party to a contract on this—made progress, but there is much more work to do. I thank the Chair for his work on this and I want to ask that all parties acknowledge that there is more work to do and continue to work over the coming weeks to come to a stronger commitment to fair pay for those who will build these buildings.

So, as far as a transformational agreement, respectfully, I submit that we are not there yet, but we will get there. This agreement is part of bringing down the commercial vacancy rate. We will need to commit to equity and Arlington ideals in education, affordable housing, and renewable energy, among others, every day going forward, just as we have so far this year.

As we look forward to the partnership that I hope and expect this will become, I acknowledge that perhaps in the perfect world, we would not even offer the slice of future revenues in the performance agreement to perhaps the wealthiest company in the world. I also would note that 238 other communities would love to be in our place.

We must work to close the distance between the perfect world and the world we are in. I look forward to investing the increased revenues that will result from this agreement in the people and ideas that make Arlington special for the benefit of all Arlingtonians, particularly those most in need. I welcome Amazon to our community and look forward to building the transformational, win-win partnership that I honestly believe we all want and I know we can deliver.

Matt de Ferranti

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From: Erik Gutshall on behalf of Erik Gutshall <egutshall@arlingtonva.us>  
Sent: Saturday, March 16, 2019 7:11 PM EDT  
To: Laura Saul Edwards <laurasedwards@me.com>  
Subject: RE: Fantastic Job!

Thx!

Erik Gutshall

Arlington County Board Member

Note: This email is subject to public disclosure

From: Laura Saul Edwards <laurasedwards@me.com>

Sent: Saturday, March 16, 2019 7:07:43 PM

To: Erik Gutshall

Subject: Fantastic Job!

Erik,

Iâ\200\231ve been glued to the television screen all day following the EDI-Amazon discussion. Your questions and comments were thoughtful and sharp, and especially your closing comments prior to the vote. I am very pleased you are in office and working on behalf of all Arlington residents.

Please accept my heartfelt thank you for supporting the inventive package. I am eager for the next phase in HQ2.

Laura

Sent from my iPhone

Laura Saul Edwards

4801 North 24th Road

Arlington, VA 22207-2216

Email: laurasedwards@me.com

Cell: (571) 296-0009

Home: (703) 908-9512

**From:** Mary Curtius <Mcurtius@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 1:53 PM EDT

**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>

**Subject:** RE: Washington Post Amazon holding story posted

[Arlington Board plans vote on Amazon incentives after lengthy hearing](#)-- **Washington Post** (Today)

[Here's What You Need to Know Before Saturday's Amazon Incentive Package Vote](#) --**Arlnow** (March 15 5:05 pm)

**From:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 1:41 PM EDT  
**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>  
**CC:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Subject:** Re: Your statements today

Dear Board Members: Christian and Matt have shared their planned comments with me. If you have written comments that you would like for me to take a look at during the hearing, I am happy to do so. Also, once your comments are finalized and delivered, I would recommend that we post them on the Board website, or CMO's Amazon page.

**From:** The Arlington Chamber of Commerce <chamber@arlingtonchamber.org> on behalf of The Arlington Chamber of Commerce <chamber@arlingtonchamber.ccsend.com>  
**Sent:** Saturday, March 16, 2019 7:35 PM EDT  
**To:** Erik Gutshall <egutshall@arlingtonva.us>  
**Subject:** RELEASE: Arlington Chamber of Commerce Applauds Approval of Amazon Headquarters Performance Agreement

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**FOR IMMEDIATE RELEASE**  
March 16, 2019

**MEDIA CONTACT:**  
[Scott E. Pedowitz](#)  
Government Affairs Manager  
(703) 525-2400, ext. 205

## **Arlington Chamber of Commerce Applauds Approval of Amazon Headquarters Performance Agreement**

*Arlington County Board Unanimously Approved Package of Incentives for New Headquarters*

ARLINGTON, Va. - The Arlington Chamber of Commerce commends the Arlington County Board for its unanimous vote to approve the performance agreement for **Amazon's** new headquarters in Arlington, Virginia. Approving this agreement is a powerful statement that Arlington is open for business and a magnet for innovation in all sectors. The establishment of Amazon's headquarters offers Arlington a unique occasion to strengthen our economy, to create opportunities for residents, and to improve the County's fiscal position.

"We are creating opportunities for residents and businesses by welcoming Amazon to Arlington," said Kate Bates, President & CEO of the Arlington Chamber of Commerce. "The community as a whole will benefit from the jobs, economic activity, and innovation that Amazon will bring to Arlington."

"As an Arlington resident and business owner, I am confident that Amazon's new headquarters will promote success for our entire community," said 2019 Chamber Chair Greg Hamilton of Arlington Magazine. "The County Board's approval of the performance agreement is a positive signal that our government supports economic development and the local business community."

Amazon's commitment to Arlington will help balance Arlington's economy, making it less reliant on the Federal government. The gradual addition of 25,000-37,850 private-sector jobs will replace the 24,000 jobs lost in the Crystal City area over the past two decades. Arlington Economic Development's incentive package is groundbreaking, with 95% investing directly in the community's housing, transportation, and infrastructure. The direct financial incentives to Amazon will not divert funding from other priorities, and rely on our hoteliers to grow their businesses for Amazon to receive these payments.

In the months since the announcement, Amazon has shown they want to be a part of the Arlington community. Amazon is already engaging, joining the Chamber and meeting with businesses, nonprofits, and community groups to build long-term relationships. Amazon's Director of Community Engagement met with more than 50 leaders from Arlington nonprofits at a Chamber-hosted gathering, and senior Amazon team members have attended many community events. Amazon's culture values making direct change; with today's vote we look forward to the prospect of thousands of innovative people participating in our community, which is now Amazon's home as well.

"This is an historic moment for Arlington," Bates said. "We look forward to working together as a community to seize the opportunities that welcoming Amazon affords to all of Arlington."

###

For access to this release and other statements by the Chamber, click [here](#). To stay up-to-date on the Chamber's latest news, follow us on [Twitter](#), [Facebook](#), and [Instagram](#).



**ABOUT THE CHAMBER**

*Founded in 1924, the Arlington Chamber of Commerce is a member-centric, volunteer-based, nonprofit organization of over 750 businesses committed to the economic and civic well being of the community. With a focus on opportunity and results, the Chamber is the gateway to networking, professional development, government advocacy, and community connections. For more information or to become a member, visit [www.arlingtonchamber.org](http://www.arlingtonchamber.org).*

Arlington Chamber of Commerce  
2009 14th Street, North  
Suite 100  
Arlington VA 22201

[SafeUnsubscribe™ egutshall@arlingtonva.us](mailto:egutshall@arlingtonva.us)

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Sent by [chamber@arlingtonchamber.org](mailto:chamber@arlingtonchamber.org) in collaboration with

[Constant Contact](#)

Try it free today

**From:** Mark Riley <rilesm@verizon.net>

**Sent:** Saturday, March 16, 2019 4:12 PM EDT

**To:** Libby Garvey (External) <Libbygarvey@gmail.com>

**CC:** Christian Dorsey <cdorsey@arlingtonva.us>; Matt de Ferranti <deferrantim@gmail.com>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>

**Subject:** SO CLOSE

Dear Libby,

Your instincts were correct and you were so close to sending a message to your colleagues about the move to 1:4 for the little guys and the people who care for them. When it comes to the infants, less is so much more!

Mark

**From:** Christian Dorsey <cdorsey@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 5:31 PM EDT

**To:** Libby Garvey <Lgarvey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>; Matt de Ferranti <mdeferranti@arlingtonva.us>

**Subject:** Speaking Order

For final remarks, the order of speakers will be

MdF, EG, KC, LG and CD

Christian Dorsey  
Chair, Arlington County Board

Sent from my mobile device. Please excuse my brevity and any typos.

*All correspondence, including this email, sent to and from Arlington County Board Members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.*

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**From:** diamondvir@aol.com <diamondvir@aol.com>

**Sent:** Saturday, March 16, 2019 9:56 PM EDT

**To:** Erik Gutshall <egutshall@arlingtonva.us>

**Subject:** Thank you!

Dear Eric,

Congratulations on a successful hearing today (notwithstanding the disrupters.) Your comments and questions were all insightful and compelling. Arlington is so fortunate to have you and your colleagues on the Board.

I appreciate very much your support for the workforce agreement, and I feel somewhat optimistic after hearing Holly's spoken commitment. Hopefully we can keep the pressure on and get something final within the near future. It would be a great thing for Arlington's workers and for the company as well.

It is truly a pleasure working with you and I look forward to our continued partnership in making Arlington a shining example of inclusive growth.

With warmest regards,

Ginny

**From:** CountyBoard <CountyBoard@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 8:13 PM EDT  
**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>  
**Subject:** The Washington Post: Arlington County Board approves \$23 million incentives package for Amazon

I thought you might like this story from The Washington Post.

Arlington County Board approves \$23 million incentives package for Amazon  
The board voted unanimously to grant local and state subsidies to the online retail giant.

[https://nam03.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.washingtonpost.com%2Flocal%2Fvirginia-politics%2Farlington-board-plans-vote-on-amazon-hq2-incentives-after-lengthy-hearing%2F2019%2F03%2F15%2F604977e8-4507-11e9-8aab-95b8d80a1e4f\\_story.html&data=02%7C01%7Cegutshall%40arlingtonva.us%7C4926d5775ac34825c2a508d6aa6d5991%7C803548041fdf428e9f5f5091e994cf54%7C0%7C0%7C636883783971959887&amp;sdata=Xowx5VyfvfVetqLdyEbY0OC9](https://nam03.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.washingtonpost.com%2Flocal%2Fvirginia-politics%2Farlington-board-plans-vote-on-amazon-hq2-incentives-after-lengthy-hearing%2F2019%2F03%2F15%2F604977e8-4507-11e9-8aab-95b8d80a1e4f_story.html&data=02%7C01%7Cegutshall%40arlingtonva.us%7C4926d5775ac34825c2a508d6aa6d5991%7C803548041fdf428e9f5f5091e994cf54%7C0%7C0%7C636883783971959887&amp;sdata=Xowx5VyfvfVetqLdyEbY0OC9)

Sent from my iPhone, please excuse typos

Mary Curtius  
(703) 228-7943 -- office  
(571)-238-3263 -- cell

**From:** Arlington County News <arlingtonva@public.govdelivery.com> on behalf of Gov Delivery <arlingtonva@public.govdelivery.com>  
**Sent:** Saturday, March 16, 2019 7:36 PM EDT  
**To:** Katie Cristol <kcristol@arlingtonva.us>  
**Subject:** Arlington Approves Amazon HQ2 Performance Agreement

## Arlington Approves Amazon HQ2 Performance Agreement

- *Incentive package tied to pay-for-performance*
- *Brings investments in housing, infrastructure, transportation*
- *Board action follows four months of public engagement*

The Arlington County Board today approved the County's proposed direct financial incentive to Amazon, an annual pay-for-performance grant valued at approximately \$23 million, tied to the company meeting targets of occupying 6 million square feet of office space over the next 15 years.

The incentive will come from a percentage of the new incremental revenue generated by the County's Transient Occupancy Tax (TOT), which is a tax paid on hotel rooms or other paid lodging.

"This performance agreement is really just the beginning of what I believe will be a long and productive partnership between Arlington and Amazon," Arlington County Board Chair Christian Dorsey said. "This Board, and senior County staff, have spent months in intense discussion with our community about what Amazon's arrival in Crystal City and Pentagon City will mean for Arlington. Our vote today reflects our strong belief that Amazon will bring significant benefits to our community, to neighboring Alexandria, the region and the state.

"I view this agreement as a new model for economic development, where most resources are devoted to improvements in infrastructure and developing human capital," Dorsey said. "Only 5 percent of the incentives are paid directly to Amazon, and only if they are successful in contributing to revenue growth while fulfilling their commitments to invest in Arlington."

The Board voted unanimously to approve the performance agreement with Amazon, after hearing from more than 100 speakers during an hours-long public hearing and questioning

Amazon executives.

### County to use portion of TIF for infrastructure improvements near HQ2

The County also committed to using a portion of new incremental revenue generated by Amazon's arrival within the existing Crystal City, Potomac Yard, Pentagon City [Tax Increment Financing](#) (TIF) area to make strategic infrastructure investments in and around National Landing. The estimated new TIF revenue is projected to be \$28 million over 10 years. TIF is a mechanism to support development and redevelopment by capturing the projected increase in property tax revenues in the area and investing those funds in improvements in that area.

The County and the City of Alexandria also have committed to investing up to \$570 million in transportation projects, including rail connections, transit facilities, multi-modal streets and transportation technology serving Amazon's headquarters. All the projects were already included in long-term Capital Improvement Plans approved by the Board and the City. Arlington and Alexandria are also actively pursuing additional funding opportunities to advance investments in this corridor.

### Public engagement

The Board, and senior County staff, have heard from thousands of Arlingtonians, through dozens of community engagement opportunities, including virtual panel discussions, town halls, community listening sessions, and Saturday's public hearing. The County has maintained and continuously updated a [robust website](#) on all aspects of Amazon's HQ2 plan, and produced numerous flyers. Amazon has maintained its [own website](#) to answer questions on key topics from the community.

### New investments in technology, transportation, housing

#### Technology

As part of its incentive package, the Commonwealth of Virginia has proposed more than \$1 billion for a Tech Talent Investment Fund. The fund is expected to produce 25,000 additional bachelors and master's degrees throughout Virginia in computer and science related fields.

The Commonwealth also plans to provide new resources related to computer science education statewide, access that will be available to Arlington and Alexandria public schools. These new resources will include ongoing professional development for current and future teachers; high-quality curriculum and related resources; summer and after-school programming for students, and meaningful career exposure and work-based learning opportunities in high-demand fields.

Arlington has partnered with neighboring Alexandria, which will be the home of a new \$1 billion Virginia Tech Innovation Campus. The new campus will be designed to increase graduates in STEM-related degrees, providing a qualified tech talent pipeline for technology companies in Northern Virginia and beyond. It will be funded with \$250 million from the state's Tech Talent Investment Fund, a matching \$250 million from Virginia Tech and another \$500 million from the private sector, to build a planned mixed-use component on the site.

George Mason University's Arlington campus will grow, taking advantage of new performance-based investments from the State (\$125 million from the Tech Talent Investment Fund) and GMU (a matching \$125 million) for new master's degree programs in computer science and related fields.

### **Transportation projects**

The Commonwealth will augment local investment in transportation projects by investing up to \$195 million of non-general fund money in new or expanded transportation projects to improve mobility in the region. Planned investments include:

- New entrance to the Crystal City Metro station
- South entrance off Potomac Avenue to the new Potomac Yard Metro station
- Improvements to U.S. Route 1 in Arlington County
- Pedestrian bridge from Crystal City to Reagan National Airport
- Transitway expansion supporting Pentagon City, Crystal City and Potomac Yard in both Alexandria and Arlington

More funding for transportation will be available from the Commonwealth if Amazon creates more than 25,000 jobs.

### **Affordable housing investments**

Amazon's choice to locate in the area dubbed National Landing comes as the region is intensifying its efforts to increase the supply of housing and investing more in affordable housing. Arlington and Alexandria already have strong existing commitments to funding and supporting efforts to create, protect and preserve affordable and workforce housing. With new revenues generated by Amazon, both communities will fund affordable housing, workforce housing and public infrastructure.

The two communities together plan to invest at least \$150 million over the next decade in affordable housing, resulting in the creation and preservation of 2,000 to 2,400 affordable and workforce units in and around the Crystal City, Pentagon City and Columbia Pike areas and throughout Alexandria. Of that, Arlington plans to invest \$7 million a year for 10 years, with the goal of creating 1,000 affordable housing units in and around the Amazon project area.

The Commonwealth of Virginia has also pledged to provide \$15 million per year for five years, at least, to support housing affordability in areas impacted by Amazon.

### **Background**

Amazon announced in November 2018 it had selected Arlington County from more than 230 jurisdictions from around North America for its new headquarters, commonly referred to as HQ2. The announcement capped a 14-month process that had galvanized Northern Virginia localities to form a multi-jurisdictional partnership in their bid for the headquarters.

Led by the Virginia Economic Development Partnership, the approach allowed Arlington, Alexandria, Fairfax County and Loudoun County to present multiple sites under the Northern Virginia brand, highlighting shared regional assets, such as workforce, business climate and the innovation economy.

To view the staff presentation and read the staff report and the performance agreement, [visit the County website](#). Scroll to item no. 29 on the agenda for the Saturday, March 16, 2019 Regular County Board Meeting.

### **Media Contacts**

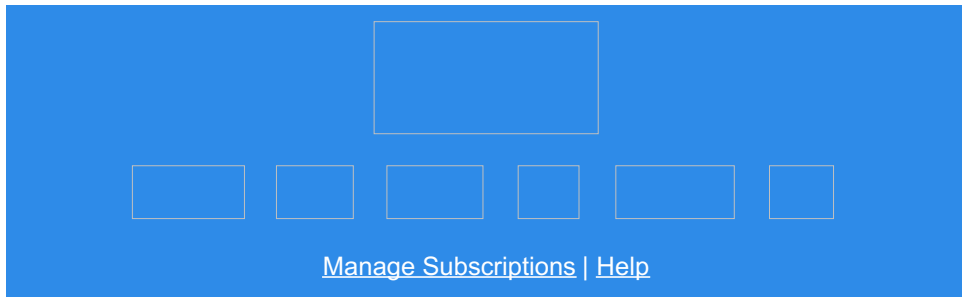
[Cara O'Donnell](#), 703-228-0854

[Mary Curtius](#), 703-228-7943

### **[View this release in our newsroom](#)**

*Arlington Va., is a world-class residential, business and tourist location that was originally part of the "10 miles square" parcel of land surveyed in 1791 to be the Nation's Capital. Slightly smaller than 26 square miles, it is the geographically smallest self-governing county in the United States, and one of only a handful with the prized Aaa/AAA/AAA bond rating. Arlington maintains a rich variety of stable neighborhoods and quality schools, and has received numerous awards for Smart Growth and transit-oriented development. Home to some of the most influential organizations in the world — including the Pentagon — Arlington stands out as*

*one of America's preeminent places to live, visit and do business.*



---

This email was sent to [kcristol@arlingtonva.us](mailto:kcristol@arlingtonva.us) on behalf of Arlington County.



**From:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 3:36 PM EDT  
**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>  
**Subject:** FW: Letter to the CB  
**Attachment(s):** "DOC\_20190315134527.pdf"

Budget letter

---

**From:** Joan C. Smith  
**Sent:** Friday, March 15, 2019 3:32 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>; Mason Kushnir <mkushnir@arlingtonva.us>  
**Subject:** Letter to the CB

FYI-please see attached. Thanks.

Joan C. Smith, MS-HRM  
County Board Office  
2100 Clarendon Boulevard, Suite 300  
Arlington, VA 22201  
703-228-3121

From the desk of a concerned patron of the arts

Dear Chair Dorsey and the members of Arlington County Board,

I urge you to reconsider the proposed cuts to the Cultural Affairs budget and to continue funding for the Scene Shop, Costume Lab, Facilities Manager and other cultural affairs staff, and to keep the budget for grants to various arts groups at the FY 2019 level of \$216,000.

I respect and appreciate your service to Arlington County and your need to close the budget gap. However, the Space and Services available to community arts groups are unique and irreplaceable. And once they are eliminated, the landscape of Arlington's culture and arts offerings may decrease.

The arts are often seen as unnecessary and superfluous - and therefore are often the target of cuts like this - however, they are the opposite. Do you realize that:

- the estimated equivalent of 10% of Arlington County's population attended a performance last year and saw a set that was built in the Scene shop?
- or that an Americans for the Arts study estimates that more than \$18 million of economic activity in Arlington is derived from audience expenditures associated with arts events? (Are you prepared to lose some of these funds if these budget changes cause organizations to close or relocate out of Arlington?)
- or that thousands of our neighbors and community members rely on the arts for their mental health?

Please support the arts in Arlington and do not approve these proposed budget cuts.

Signed,

*Wendy Doherty*  
1619 S. QUINCY ST.  
Arlington 22204

Do the right thing!!

CD / CB



**From:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 3:36 PM EDT  
**To:** CBO-County Board Members <CBO-CountyBoardMembers@arlingtonva.us>  
**Subject:** FW: Letter to the CB  
**Attachment(s):** "DOC\_20190315134539.pdf"

Budget letter

---

**From:** Joan C. Smith  
**Sent:** Friday, March 15, 2019 3:32 PM  
**To:** Mary Curtius <Mcurtius@arlingtonva.us>; Mason Kushnir <mkushnir@arlingtonva.us>  
**Subject:** Letter to the CB

FYI-please see attached. Thanks.

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County Board Office  
2100 Clarendon Boulevard, Suite 300  
Arlington, VA 22201  
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- or that thousands of our neighbors and community members rely on the arts for their mental health?

Please support the arts in Arlington and do not approve these proposed budget cuts.

Signed,

*Michael A. Lutz*  
*806 S. Orange Street*  
*Arlington Va.*  
*22204*



*CD/CB*

**From:** President's Office <president@marymount.edu>  
**Sent:** Saturday, March 16, 2019 4:02 PM EDT  
**To:** Hilary Phillips <hilary.phillips@marymount.edu>  
**CC:** President Office <president@marymount.edu>  
**Subject:** Marymount University Inauguration Invitation - attached  
**Attachment(s):** "Inauguration invitation.pdf", "0.jpg"

Attached is an invitation for you to attend Dr. Irma Becerra's inauguration on March 28 at 10am at Marymount's main campus.

We hope you can attend, and please know you are also invited to the Celebration which will take place that evening at 5:30pm - the invitation is also attached.

Below is a link to the inauguration website with a Schedule of events on the site <https://www.marymount.edu/inauguration?viewmode=0>

Hilary Gerson Phillips  
Executive Assistant to the President



# Join Us

## *Inaugural Celebration*

*Celebrating the Inauguration of Marymount's Seventh President  
Dr. Irma Becerra*

*The Observation Deck at G&B Tower  
1201 Wilson Boulevard, Arlington, VA  
March 28, 5:30pm – 8:30pm*

*Heavy Hors D'Oeuvres and Bar Service  
Catering by Ridgewells*

*Business Attire  
Valet Parking will be provided on site*

RSVP to [inauguration@marymount.edu](mailto:inauguration@marymount.edu) by March 20th



# *Inauguration*

*The Board of Trustees and the Faculty  
of Marymount University request  
the honor of your presence at  
the Inauguration of the 7th President*

*Irma Becerra, Ph.D.*

---

*Thursday, March 28, 2019*

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*Marymount University  
Converse Family Fieldhouse  
2807 North Glebe Road  
Arlington, VA 22207*

*10:00AM Ceremony*

*Reception on campus immediately following ceremony*

*RSVP to [inauguration@marymount.edu](mailto:inauguration@marymount.edu) by March 20, 2019*



**From:** Katie Cristol on behalf of Katie Cristol <kristol@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 1:06 PM EDT

**To:** Kendra Jacobs <kjacobs@arlingtonva.us>

**Subject:** Re: Are you on. Can you hear?

Beautifully. Thank you!

Sent from my iPad

*All correspondence, including email, sent to and from Arlington County Board members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.*

On Mar 16, 2019, at 12:57 PM, Kendra Jacobs <[kjacob@arlingtonva.us](mailto:kjacobs@arlingtonva.us)> wrote:

Sent from my iPad

**From:** Katie Cristol on behalf of Katie Cristol <kristol@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 12:53 PM EDT

**To:** Ana Vasquez <anajva@icloud.com>

**Subject:** Re: CCI

Ana,

I hope that you are well!

Thank you so much for this thoughtful and substantive message about the Chapter 59 amendments - and thank you so much for being engaged and helping educate me, and our staff, throughout the past couple of years, based on your own experience.

One of my biggest conclusions from reading your message is the importance of

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On Mar 16, 2019, at 2:27 AM, Ana Vasquez <[anajva@icloud.com](mailto:anajva@icloud.com)> wrote:

Good evening Mrs.Cristol,

I am addressing you concerning the Child Care Initiative's proposed Chapter 59. I am very thankful for the opportunity of working together with the CCI. I know that they have been working very hard and that they have done a great job but there are a couple of items that could be amended to benefit providers.

One of these items include violations. According the proposed edition of Chapter 59, a violation is stated to be "a breach or infraction of a licensing law or rule. Violation is sometimes referred to as a noncompliance." (59-1.

Definitions) From my previous inspections a noncompliance ranges from not putting a child safety cap on outlets to not writing a child's name on his or her sippy cup. These issues are minor and can be easily fixed on the spot.

It would be helpful for them to expand and clearly define what a non-compliance is and what constitutes a penalty. Which states that a penalty is given to , "Any person who operates a family day care home in which one

(1) through 12 children are received without a valid license issued pursuant to this chapter after receipt of notice from the County Manager that a violation of this chapter exists without having corrected such violation shall be

guilty of a misdemeanor and upon conviction thereof shall be punished by a fine not to exceed \$300.00, or by imprisonment in jail not to exceed 30 days, or both. Each day of violation shall constitute a separate offense."

Another point was the suggestion to change all inspections to unannounced inspections. (59-15 C). However, according to the VDSS, inspections are made with one announced and one unannounced visit, "All licensed child welfare agencies shall be inspected not less than twice annually, and one of those inspections shall be unannounced." (63.2-1706 Inspections and Interviews).

The third point was concerning definitions. Some terms I had asked to be clarified were the terms "infant", "toddler", and "preschooler". In our provider trainings, we have been taught that an infant is considered to be 0-12 months, a toddler is 12-36 months, and a preschooler as 3-4 years of age. However, under "Definitions" of the proposed chapter, an infant is considered as 0-23 months and a child is anyone under 18 years of age. A preschooler is defined as "children from three (3) years up to the age of eligibility to attend public school, age five (5) by September 30 of that same year." and a toddler is defined as "a child who is two years old." These inconsistencies would cause some confusion so I believe our previous terms should remain the same. Other terms that I asked for more clarity on were "school", "center", and "home daycare". A center generally has about 50-70 children in care, while a school has many more, but a daycare only has a maximum of 9-12 children. Since these programs are different, I feel that separate definitions would greatly benefit to prevent any confusion. The definition for "family day care home" could also be expanded. The proposed definition is a "child day program offered in the residence of the provider for one (1) through 12 children under the age of 13, exclusive of the provider's own children and any children who reside in the home, when at least one(1) child receives care for compensation. A family day care home where the children in care are all related to the provider by blood, adoption, or marriage shall not be required to be licensed."

My fourth point is found in General Requirements for Caregivers. As an in home provider, I do not provide transportation and most providers I know also do not offer these services. Which leads me to believe that this requirement is necessary for all providers. "Caregivers who drive a vehicle transporting children shall submit a current driving record that discloses any moving traffic violation that occurred five (5) years prior to or during employment or assignment as a driver."

Concerning child care quality, as you may understand, providers do not receive health benefits which limits their ability to be attended by doctors. However caregivers are constantly exposed to infectious illnesses from the children under our care and end up getting the same type of illnesses which affects our families and businesses as well when we take sick days. As a preventative measure could there be a way that parents are required to provide us with a doctor's form stating exactly what illness the child has? (I am sending you a form that I use whenever a child needs to be taken to the doctor.) This would also help prevent the spread of illnesses to other children in the provider's care and improve the overall quality of care. As a mother of seven kids and a provider for ten years, I am willing to work hand in hand with the Child Care office. However, in the past problem there were problems that caused providers to lose trust in their relationship with the child care office due to the fear of

having minor noncompliances and violations written up. Now as there have been some positive changes we must still work on building that trust up again. We need to know that they will be there to help us maintain and comply with all of the regulations, inform us of trainings and encourage us to take it, advising us in any area that they feel we could do better on, as well as giving us the opportunity to fix any small violations, would greatly improve this situation. Not only that but it would also help providers to be less anxious during our inspection period.

I also wanted to mention the importance of child care providers on children's lives. The care that caregivers give is personal to each child, again improving the care quality. We make sure that every child has a daily schedule beginning from the time they come into our care to the time they go to school. A schedule for eating, sleeping, playing, reading, exploring, singing, etc. We teach them with a mother's love. For us it's not just a business, it's an aid for families and their children who will eventually shape the future. What we teach them in these vital years not only helps them now but will help them in school. If there is any delay in the child's development, we're one of the first to identify it. When they're sick, we see that and care for them just as well. We care for them and love them, we know who they are. We dedicate our time in caring and teaching them. For this reason, I ask that we make a way to work together with the child care office, to create that trusting relationship of support from both sides.

Apart from this, I would also like to let you know about another issue. This is about nanny sharing. I have seen that nanny sharing has become very popular around Arlington but it is also unsafe. This is because there are instances where one nanny cares for one family's child or children but then the family decides to "share" their nanny with other families resulting in the nanny to care for more children than is allowed. I believe that since they could be taking care of more than 3 children, they should also be required to have a license. According to the CCI's proposed change "The main difference in the proposed revised Code is that § 59-4 of the proposed revised Code specifies that all family day care homes serving one through 12 children must be licensed (rather than just those serving four through nine)".

Mrs. Cristol, thank you so much for being attentive and helpful to caregivers in all these past years. We truly appreciate it and remember that there is someone who is willing to listen to our issues.

Thank you for your time,  
Ana Vasquez  
My Little Shine Home Daycare

**From:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 6:24 PM EDT  
**To:** Katie Cristol <kcristol@arlingtonva.us>  
**Subject:** RE: Could you unmute me?

Ok now. Just really tense.

---

**From:** Katie Cristol  
**Sent:** Saturday, March 16, 2019 6:23 PM  
**To:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Subject:** Re: Could you unmute me?

Are you kidding? I'm the one member of the Board I feel *least* sorry for right now.

I'm doing just fine. Connection is good.

Are you all okay?

On Mar 16, 2019, at 6:15 PM, Kendra Jacobs <[kjacobs@arlingtonva.us](mailto:kjacobs@arlingtonva.us)> wrote:

You alright Katie? &#128556;

Sent from my iPhone

On Mar 16, 2019, at 5:44 PM, Katie Cristol <[kcristol@arlingtonva.us](mailto:kcristol@arlingtonva.us)> wrote:

Okay, shoot. I'll turn off speaker and talk directly into the phone next time.

Just asked CD to be recognized once more on Qs, so will need to be unmute again if/when he calls on me.

On Mar 16, 2019, at 5:33 PM, Kendra Jacobs <[kjacobs@arlingtonva.us](mailto:kjacobs@arlingtonva.us)> wrote:

You are breaking up a little bit.

**From:** Katie Cristol  
**Sent:** Saturday, March 16, 2019 5:30 PM  
**To:** Kendra Jacobs <[kjacobs@arlingtonva.us](mailto:kjacobs@arlingtonva.us)>  
**Subject:** Could you unmute me?

From: Laura Saul Edwards <laurasedwards@me.com>  
Sent: Saturday, March 16, 2019 7:33 PM EDT  
To: Katie Cristol <kcristol@arlingtonva.us>  
Subject: Re: Great Job!

Nice!

Elliot and I spent quality time in the Virginia Hospital Center's NICU in 02, which seems like a lifetime ago considering the boy is six feet tall and preparing to take the ACT!

I hope you're recovering on schedule and can bring Cary home soon.

Sent from my iPhone  
Laura Saul Edwards  
4801 North 24th Road  
Arlington, VA 22207-2216  
Email: laurasedwards@me.com  
Cell: (571) 296-0009  
Home: (703) 908-9512

On Mar 16, 2019, at 7:22 PM, Katie Cristol <kcristol@arlingtonva.us> wrote:

THANK YOU! thank you for this note, and for watching and hanging with us. What a day...

(And, we're only as good as our colleagues: Thanks to Christian's skillful leadership, we're even going to wrap up in time for bedtime in the NICU, which I'm thrilled about. :)

All correspondence, including email, sent to and from Arlington County Board members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.

On Mar 16, 2019, at 7:15 PM, Laura Saul Edwards <laurasedwards@me.com> wrote:

Katie,

You were very effective participating from home in the public hearing today; no easing into being a working mom for you!

I appreciated and agreed with your remarks. Thank you for your service on the County Board and for supporting the Amazon incentive plan.

Laura

Sent from my iPhone

Laura Saul Edwards

4801 North 24th Road

Arlington, VA 22207-2216

Email: [laurasedwards@me.com](mailto:laurasedwards@me.com)

Cell: (571) 296-0009

Home: (703) 908-9512

**From:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 6:31 PM EDT  
**To:** Katie Cristol <kcristol@arlingtonva.us>  
**Subject:** RE: Just asked Christian to chime in, if you could unmute me  
You are on.

---

**From:** Katie Cristol  
**Sent:** Saturday, March 16, 2019 6:31 PM  
**To:** Kendra Jacobs <kjacobs@arlingtonva.us>  
**Subject:** Just asked Christian to chime in, if you could unmute me

Sent from my iPad

*All correspondence, including email, sent to and from Arlington County Board members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.*

**From:** Katie Cristol on behalf of Katie Cristol <kristol@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 3:20 PM EDT

**To:** Paul Lewis <ndirish8083@hotmail.com>

**Subject:** Re: Support Amazon in Arlington

Thanks, Paul - great to hear from you. And glad to know that about the HRC, will look forward to brainstorming with you all further and helping make some introductions.

Thanks for the congrats, too! He surprised us with his very early arrival, but it's been great to meet him ahead of schedule.

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On Mar 16, 2019, at 2:01 PM, Paul Lewis <[ndirish8083@hotmail.com](mailto:ndirish8083@hotmail.com)> wrote:

Katie: I strongly support Amazon with reasonable incentives, etc. On the ACHRC we are also looking for some accommodations from Amazon re minority hiring, etc.

Congrats on the baby

Very best, Paul

Paul Lewis  
571-271-7772  
[ndirish8083@hotmail.com](mailto:ndirish8083@hotmail.com)



**From:** miriam metromakeover.com <miriam@metromakeover.com>

**Sent:** Saturday, March 16, 2019 3:43 PM EDT

**To:** Katie Cristol <kcristol@arlingtonva.us>

**Subject:** Re: Thank you for the good wishes!

4 minutes

speech rough cut two

Glad you could watch...

Very happy for you. I hope you are enjoying the best part of parenting. Sleep deprivation is only the beginning.

Gentle hugs ☺

> On Mar 16, 2019, at 3:36 PM, Katie Cristol <kcristol@arlingtonva.us> wrote:

>

> And for your thoughtful comments about livability, too.

**From:** Katie Cristol on behalf of Katie Cristol <kristol@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 6:50 PM EDT

**To:** diamondvir@aol.com <diamondvir@aol.com>

**Subject:** Re: The way I see things

Ginny,

Thank you for your message on this (and for the congratulations - we're all doing well now, and Cary will be in the NICU for awhile but has a good prognosis). It's been a heck of week with his arrival and recovering from surgery, but as I got my bearings again, my first thought was great frustration to have been totally out of the conversation in these important final days. I'm so sorry about that.

And I, too, am disappointed that we couldn't get to an MOU - if you're still hanging with us in the hearing, you may have heard that I've been trying to press the issue of accountability, and I'll echo it in my final remarks, too.

I don't think this is the end of the conversation. I am going to vote for the incentive agreement today - as difficult as it is for me to not be standing with you, and especially the union members from the carpenters and IBEW who testified, on this vote, I don't think that buying another couple days to Tuesday is going to change the dynamics without our actually having the ability to force the PLA as a condition of the incentive agreement.

I see two sets of next steps, though: The first is just continuing to press the issue - Christian's read as of last night was that Amazon could readily get on board with about half the conditions in Steve's proposed

*All correspondence, including email, sent to and from Arlington County Board members is subject to the public record laws of the Commonwealth of Virginia and may be subject to mandatory disclosure.*

On Mar 16, 2019, at 6:20 AM, "[diamondvir@aol.com](mailto:diamondvir@aol.com)" <[diamondvir@aol.com](mailto:diamondvir@aol.com)> wrote:

Dear Katie,

First, congratulations on your baby!

I heard you were going to call into the meeting today, so I figured I would go ahead and express my deep distress at the way things have played out with regard to Amazon/JBGSmith.

Everyone -- the Board, the elected officials at each level of the Commonwealth, the labor community and our allies -- had only one ask. A modest one that reflected our fervent wish to partner with Amazon and JBG/Smith in ensuring inclusive growth -- that workers would not be left behind, but would have opportunities to benefit from HQ2.

Not only would Amazon/JBGSmith not enter into a PLA or workforce agreement, they would not sign a Memorandum of Understanding committing to negotiate such an agreement.

The way I see it, Holly Sullivan is sending a message from Amazon to Arlington: you work for us now. We can squash your little county board like a bug if we want.

To me, this not only bodes ill for Arlington's values, but for democracy itself. A little microcosm of oligarchy that is destroying our nation.

Thanks for your efforts, but we will be opposing the vote on the incentive package today. If Amazon/JBGSmith need more time to mull over the Memorandum of Understanding, then we believe the Board needs time to think as well.

Ginny

**From:** Libby Garvey on behalf of Libby Garvey <Lgarvey@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 9:04 PM EDT  
**To:** mary.crannell@ideasciences.com <mary.crannell@ideasciences.com>  
**Subject:** Re: Hello

That's an excellent question I should have asked! I've been told some of what people think they've learned, but should have asked them. I will when I see them again. L

Sent from my iPad

> On Mar 16, 2019, at 5:29 PM, Mary Crannell <mary.crannell@ideasciences.com> wrote:

>

> Hi Libby

>

> I admire your fortitude!

>

> The question I have for Amazon

>

> What have they learned from their relationship with the community of Seattle?

>

> Thank you

>

> M

>

> Sent from my iPhone

**From:** Libby Garvey on behalf of Libby Garvey <Lgarvey@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 9:02 PM EDT

**To:** Laura Saul Edwards <laurasedwards@me.com>

**Subject:** Re: Thanks!

Thank you! It was quite a meeting. L

Sent from my iPad

> On Mar 16, 2019, at 7:19 PM, Laura Saul Edwards <laurasedwards@me.com> wrote:

>

> Libby,

>

> Thank you for your comments and questions during today's lengthy public hearing on the Amazon incentive package. You bring the perspective of a long term Arlington resident to this issue that put the package into a useful context.

>

> Thank you for your vote  in support of the incentive package.

>

> Laura

>

> Sent from my iPhone

> Laura Saul Edwards

> 4801 North 24th Road

> Arlington, VA 22207-2216

> Email: laurasedwards@me.com

> Cell: (571) 296-0009

> Home: (703) 908-9512

**From:** Mary Curtius <Mcurtius@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 1:03 PM EDT  
**To:** Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Subject:** DRAFT -- Matt Amazon comments mcredits.  
**Attachment(s):** "DRAFT -- Matt Amazon comments mcredits..docx.docx"

Matt – I have tracked my changes and made some comments.

Matt de Ferranti

73 days ago, I sat on this dais for the first time and outlined the standards that I would apply to an initial agreement between Arlington County and Amazon. Today, I apply those standards as I consider my vote on the 13-page Performance Agreement before us.

First, I said “an agreement must provide a significant net benefit to our whole community—this cannot be a close call.”

The language in the agreement sets “preconditions” requiring that Amazon occupy office space and pay real estate taxes in year ~~one~~<sup>1</sup>, before receiving 15 ~~percent~~<sup>% of</sup> the increase in the hotel tax ~~that~~ in year ~~two~~<sup>2</sup> that would not exist if Amazon were not to locate here. Similarly, for each year from years ~~two~~<sup>2</sup> through 12, this agreement only obligates Arlington

Commented [MC1]: Seems to have missing words?

On the whole, after looking critically Arlington Economic Development’s analysis, the Fuller Institute Report from George Mason, and the New Virginia Analysis, and taking out the hotel tax incentive, I see a net benefit over 12 years to Arlington of what I estimate ~~to be a~~ \$151 million. That estimate would increase to more than \$300 million over 16 years, ~~because as~~ in those last four years, the ~~25,000~~ to ~~38,000~~ Amazon employees are likely to be located ~~here~~<sup>near</sup> in offices that require real estate tax payments. That is a significant net benefit that we must, and will, use for our whole community.

The \$195 million in transportation funding Arlington will receive from the state of Virginia for transportation projects and the additional \$75 million, ~~at a minimum,~~ that we will receive, ~~at a minimum,~~ from the state for housing are also benefits that we must consider.

Concerns raised over the past two weeks that the business professional license and professional occupations tax ~~that have been raised over the last two weeks~~ do not alter that conclusion for me. Revenues from BPOL are not included in the \$151 million and the

Commented [MC2]: Word missing?

Ultimately, of course, benefitting the whole community means that the net \$151 million is used for the benefit of all our residents, ~~all of our residents benefit~~, and most importantly those most in need. That means that we must invest additional revenues ~~revenue additions~~ in housing affordability and do so at rates and amounts greater than the rent increases and home assessment increases that impact those most in need, and our middle class. This deal must be a good for the 8 percent% of Arlingtonians who live in poverty, and middle class Arlingtonians ~~-- our and middle class--~~ police officers, firefighters, teachers, county employees, young families trying to make it and

Commented [MC3]: Missing words?

My second criteria was that—~~t~~this agreement must “consider and further our plans on housing, transportation, and our schools.” I believe the Performance Agreement meets this standard—the \$7 million of our AHIF funding that we are committing today to the neighborhoods closest to where Amazon will locate is a start. The \$75 million that the state will put into ~~on~~ housing helps as well. Over the medium to long term, I share the Northern Virginia Housing Alliance Leadership Council’s view that this agreement works on housing because “increased revenues will provide additional funding for affordable housing programs,” but that we must have the political will to fund our affordable rental and homeownership goals.

On transportation, the \$195 million the state will invest in the second entrance to the Crystal City Metro, the transitway, and items already in the transportation portion of our plan for construction—our Capital Improvement Plan -- persuades me

this fits into our plans. A safe estimate that at least 60 percent% of Amazon employees will not use single occupancy vehicles helps be confident this is worthwhile. The estimates that our Mmetro stops in both cases have capacity also persuades me that the growth envisioned in the Crystal City Sector Plan and the Pentagon City Phased Development makes this a good deal on transportation.

On our schools, I ran for this office to bring down our commercial vacancy rate, so that we can build the schools we need to educate every child well. This agreement will help provide the additional revenues we need to help catch up on our school capacity challenge. I acknowledge that the 73 to 98 students estimated to be added to our school system by Amazon's workforce annually~~annual estimate~~ does not capture the full impact of the increase in students that is likely to result from Amazon coming here: that is up to nearly 1,000 students over 10 years. ~~But,~~ but I still think net revenues of \$151 million provides more revenue than cost in building our schools.

Third, I said that as we implement this agreement we must fully consider small business. I acknowledge that the jury is still out on this item~~on this item that the jury is still out~~. Implementation of this agreement is still to come.

Fourth, I said that we must have a fair and transparent process. I believe we have met this standard. I acknowledge and respect those who disagree, but I ask you to consider the evidence. We did five~~5~~ online sessions, two~~2~~ listening sessions, and I am very proud that we did 27 meetings with civic organizations and civic associations.

Amazon has done more outreach, by far, than any company that I am aware of in Arlington's history. We posted the full Performance Agreement 11 days ago. To be fair, some will



disagree. I respect your views. Ultimately, I believe the community has had a fair chance to consider this Performance Agreement. There will be other steps to come and more conversation will occur.

I also said I hoped for a once in a generational, transformational, win-win. I identified three key investments to reach that higher standard:

-First, affordable homeownership and rental housing. This Performance Agreement does not include the significant, tangible investment I had hoped for on housing, but, to be fair, the site plan process that will proceed over the coming months is the logical place for such investments. I note the importance of early action to invest in housing and look forward to both the Chair's Housing Arlington initiative and partnering with Amazon on housing, which is an opportunity I hope and believe we can seize.

Second, energy efficient buildings and renewable energy. We do not have the upfront net zero commitment we might have hoped for, but I believe that in this area the site plan process is indeed the right time to discuss this. With Amazon's commitment to post progress toward renewable and carbon emissions later this year, I believe we will reach this goal as well.

Third, fair pay for those who work on and in the buildings that will be built. This is very important to me. I believe it is fair to say the parties involved—not Arlington County, as we are prohibited by law from being a party to a contract on this—made progress, but there is much more work to do. I thank the Chair for his work on this and I want to ask that all parties acknowledge that there is more work to do and continue to work over the coming weeks to come to a stronger commitment to fair pay for those who will build these buildings.

So, as far as a transformational agreement, respectfully, I submit that we are not there yet, but we will get there. This agreement is part of bringing down the commercial vacancy rate. We will need to commit to equity and Arlington ideals in education, affordable housing, and renewable energy, among others, every day going forward, just as we have so far this year.

As we look forward to the partnership that I hope and expect this will become, I acknowledge that perhaps in the perfect world, we would not even offer the slice of future revenues in the performance agreement to perhaps the wealthiest company in the world. I also would note that 238 other communities would love to be in our place.

We must work to close the distance between the perfect world and the world we are in. I look forward to investing the increased revenues that will result from this agreement in the people and ideas that make Arlington special for the benefit of all Arlingtonians, particularly those most in need. I welcome Amazon to our community and look forward to building the transformational, win-win partnership that I honestly believe we all want and I know we can deliver.

**From:** Matt de Ferranti on behalf of Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Sent:** Saturday, March 16, 2019 12:48 PM EDT  
**To:** Christian Dorsey <cdorsey@arlingtonva.us>; Katie Cristol <kcristol@arlingtonva.us>; Erik Gutshall <egutshall@arlingtonva.us>; Libby Garvey <Lgarvey@arlingtonva.us>; Shannon Flanagan-Watson <Sflanagan-watson@arlingtonva.us>; Mark Schwartz <Mschwartz@arlingtonva.us>  
**CC:** Lynne Porfiri <Lporfiri@arlingtonva.us>; Mary Curtius <Mcurtius@arlingtonva.us>  
**Subject:** My planned comments this afternoon---open to your line edits and thoughts  
**Attachment(s):** "Amazon comments mdf.docx"

All,

Attached and below is what I plan to say.

I am open to your advice, as I value it in the course of offering my views.

Thanks,

Matt

**Matt de Ferranti**  
**Member, Arlington County Board**  
2100 Clarendon Blvd., Suite 300  
Arlington, VA 22201  
[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)  
(703) 228-3130

*Any email sent to/from Arlington County email addresses may be subject to disclosure under Freedom of Information Act (FOIA) requests.*

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On the whole, after looking critically Arlington Economic Development’s analysis, the Fuller Institute Report from George Mason, and the New Virginia Analysis, and taking out the hotel tax incentive, I see a net benefit over 12 years to Arlington of what I estimated \$151 million. That estimate would increase to more than \$300 million over 16 years as in those last four years the 25 to 38K Amazon employees are likely to be located here in offices that require real estate tax payments. That is a significant net benefit that we must and will use for our whole community.

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My second criteria—this agreement must “consider and further our plans on housing, transportation, and our schools.” I believe the Performance Agreement meets this standard—the \$7 million of our AHIF funding that we are committing today to the neighborhoods closest to where Amazon will locate is a start. The \$75 million that the state will put in on housing helps as well. Over the medium to long term, I share the Northern Virginia Housing Alliance Leadership Council’s view that this agreement works on housing because “increased revenues will provide additional funding for affordable housing programs, but that we must have the political will to fund our affordable rental and homeownership goals.

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**From:** Matt de Ferranti on behalf of Matt de Ferranti <mdeferranti@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 4:20 PM EDT

**To:** Mary Curtius <Mcurtius@arlingtonva.us>

**Subject:** Re: Libby's remarks are 847 words

Thx.

Sent from my iPad

On Mar 16, 2019, at 4:20 PM, Mary Curtius <[Mcurtius@arlingtonva.us](mailto:Mcurtius@arlingtonva.us)> wrote:

**From:** Matt de Ferranti on behalf of Matt de Ferranti <mdeferranti@arlingtonva.us>

**Sent:** Saturday, March 16, 2019 2:30 PM EDT

**To:** Mary Curtius <Mcurtius@arlingtonva.us>

**Subject:** Re: Your statements today

Thank you. I will work to reduce.

Sent from my iPad

On Mar 16, 2019, at 2:27 PM, Mary Curtius <[Mcurtius@arlingtonva.us](mailto:Mcurtius@arlingtonva.us)> wrote:

Matt – yours is 1,374 words and the Chair's is 764 words.

---

**From:** Matt de Ferranti

**Sent:** Saturday, March 16, 2019 2:19 PM

**To:** Mary Curtius <[Mcurtius@arlingtonva.us](mailto:Mcurtius@arlingtonva.us)>

**Subject:** Re: Your statements today

Can you do a word count on my statement and Christian's? I would love to know that.

Thank you!

Matt

Sent from my iPad

On Mar 16, 2019, at 1:41 PM, Mary Curtius <[Mcurtius@arlingtonva.us](mailto:Mcurtius@arlingtonva.us)> wrote:

Dear Board Members: Christian and Matt have shared their planned comments with me. If you have written comments that you would like for me to take a look at during the hearing, I am happy to do so. Also, once your comments are finalized and delivered, I would recommend that we post them on the Board website, or CMO's Amazon page.

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