

From: Midkiff, Scott <midkiff@vt.edu>
Sent: Tuesday, November 27, 2018 11:49 PM EST
To: Majerus, Kim <kmajerus@amazon.com>
CC: John Bayliss <jbayliss@arlingtonva.us>; Jack Belcher <jbelcher@arlingtonva.us>
Subject: RE: Congratulations, Arlington!
Attachment(s): "smime.p7m"

Kim,

I'd welcome a chance for at least a quick in-person hello while here at re:Invent. I'm attending Executive Summit sessions tomorrow and Thursday. Let me know if you will be in that neighborhood.

I work mainly with Kyle Johnson of AWS.

Best regards.

Scott

From: Jack Belcher <jbelcher@arlingtonva.us>
Sent: Tuesday, November 27, 2018 9:07 PM
To: Majerus, Kim <kmajerus@amazon.com>
Cc: Davis, Todd <tgDavis@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>; Stephenson, John <johstep@amazon.com>; Hanafi, Faisal <fhanafi@amazon.com>; Tracy, Brian <trabrian@amazon.com>; Chang, Ray <rchang@amazon.com>; Eisner, Ken <keneisne@amazon.com>; Boehret, Matt <boehret@amazon.com>; John Bayliss <jbayliss@arlingtonva.us>; Midkiff, Scott <midkiff@vt.edu>
Subject: RE: Congratulations, Arlington!

Kim,

Understand John Bayliss and Todd have had a fruitful discussion today. Trying to connect Scott Midkiff, the VP for Technology at Virginia Tech who is also present at AWS-ReInvent with your team. Hope we can make these connections. Establishing these relationships, while early, will be so important for the long term success of our efforts.

I reflect on our success in responding to the 9/11 events was the work we did prior to establish early communications as to who was who.

Thank you so much for your reach out and support.

Jack

From: Majerus, Kim [<mailto:kmajerus@amazon.com>]
Sent: Monday, November 19, 2018 4:33 PM
To: Jack Belcher <jbelcher@arlingtonva.us>
Cc: Davis, Todd <tgDavis@amazon.com>; Dubois, Kelley <duboiskd@amazon.com>; Stephenson, John <johstep@amazon.com>; Hanafi, Faisal <fhanafi@amazon.com>; Tracy, Brian <trabrian@amazon.com>; Chang, Ray <rchang@amazon.com>; Eisner, Ken <keneisne@amazon.com>; Boehret, Matt <boehret@amazon.com>
Subject: Congratulations, Arlington!

Jack,

Thanks for taking time to connect this afternoon. We're excited about the recent announcement on Amazon HQ2 and look forward to working with you and Arlington to create a lasting partnership which will deliver success for the citizens and future workforce of Arlington and surrounding municipalities.

I wanted to do a provide an overview of the Amazon Web Services team who look forward to engaging you and your team, including:

- Kelley Dubois, AWS Sales Executive
- Ken Eisner, AWS Educate Lead
- Ray Chang, AWS Solutions Architect
- Todd Davis, AWS Southwest Sales Leader
- Brian Tracy, AWS Solutions Architect Southwest Leader
- John Stephenson, AWS Policy
- Faisal Hanafy, State & Local Strategy

As a team, we have coordinated internally to bring the best of talent and support as we build a strong and growing partnership.

My assistant, Matthew Boehret has also been copied to help coordinate a kick off call and follow-up face to face meeting the week of December 17th. We'll also look forward to connecting with John Bayliss in Vegas, next week.

Congratulations and we look forward to connecting!

-Kim

Kim Majerus-Skonie
State and Local Government
Amazon Web Services

kmajerus@amazon.com
Mobile: +1-708-267-1034