

**From:** Jack Belcher <jbelcher@arlingtonva.us>  
**Sent:** Tuesday, December 18, 2018 8:53 PM EST  
**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>; Holly Hartell <hhartell@arlingtonva.us>; David Herlihy <dherlihy@arlingtonva.us>; Laura Szlavlin <lszlavlin@arlingtonva.us>; Lou Michael <lmichael@arlingtonva.us>; John Bayliss <jbayliss@arlingtonva.us>  
**Subject:** RE: Congratulations, Arlington!

Kim,  
Thank you so much for welcoming us through the Fire Side Chat. I hope our perspective had value to you and your team. We look forward to meeting with you and your team tomorrow.  
Jack

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**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 17<sup>th</sup>. 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

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