

Content-Type: multipart/signed; protocol="application/x-pkcs7-signature"; micalg=SHA1; boundary="-----\_NextPart\_000\_0023\_01D486AC.A123C580" -----\_NextPart\_000\_0023\_01D486AC.A123C580 Content-Type: multipart/alternative; boundary="-----\_NextPart\_001\_0024\_01D486AC.A123C580" -----\_NextPart\_001\_0024\_01D486AC.A123C580 Content-Type: text/plain; charset="utf-8" Content-Transfer-Encoding: quoted-printable Todd, =20 Here=E2=80=99s my contact information. =20 Email: midkiff@vt.edu =20 Cell: 540-676-0969 =20 I=E2=80=99m attending sessions at the Executive Summit (5th level at the = Venetian meeting rooms). =20 Best regards. =20 Scott =20 =20 From: Davis, Todd =20 Sent: Tuesday, November 27, 2018 11:53 PM To: Jack Belcher Cc: Majerus, Kim ; Dubois, Kelley ; Stephenson, John ; Hanafi, = Faisal ; Tracy, Brian ; Chang, = Ray ; Eisner, Ken ; Boehret, = Matt ; John Bayliss ; = Midkiff, Scott Subject: Re: Congratulations, Arlington! =20 Hi Jack:=20 =20 Yes, it was great to speak with John and Anil earlier today. = I=E2=80=99d love to connect with Scott Midkiff from VT while = we=E2=80=99re all at re:Invent. Can you please pass along his email = and/or mobile number? =20 =20 I look forward to our meeting with Arlington County in December. =20 Thank you and Best Regards, =20 Todd =20 Todd Davis=20 AWS - State and Local Govt (SLG) (m) 913-269-8183 On Nov 27, 2018, at 6:06 PM, Jack Belcher > wrote: Kim, =20 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.=20 =20 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. =20 Thank you so much for your reach out and support. =20 Jack =20 From: Majerus, Kim [mailto:kmajerus@amazon.com]=20 Sent: Monday, November 19, 2018 4:33 PM To: Jack Belcher > Cc: Davis, Todd >; = Dubois, Kelley >; = Stephenson, John >; = Hanafi, Faisal >; Tracy, = Brian >; Chang, Ray = >; Eisner, Ken = ; Boehret, Matt > Subject: Congratulations, Arlington! =20 Jack,=20 =20 Thanks for taking time to connect this afternoon. We=E2=80=99re = 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. =20 I wanted to do a provide an overview of the Amazon Web Services team who = look forward to engaging you and your team, including: =20 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 =20 As a team, we have coordinated internally to bring the best of talent = and support as we build a strong and growing partnership. =20 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=E2=80=99ll also look forward to connecting with John Bayliss = in Vegas, next week. =20 Congratulations and we look forward to connecting! =20 -Kim =20 Kim Majerus-Skone State and Local Government Amazon Web Services =20 kmajerus@amazon.com =20 Mobile: +1-708-267-1034 =20 =20 =20 -----\_NextPart\_001\_0024\_01D486AC.A123C580 Content-Type: text/html; charset="utf-8" Content-Transfer-Encoding: quoted-printable

Todd,

Here=E2=80=99s my contact = information.

Email:=C2=A0 [midkiff@vt.edu](mailto:midkiff@vt.edu)

Cell:=C2=A0 = 540-676-0969

I=E2=80=99m attending sessions = at the Executive Summit (5th level at the Venetian meeting = rooms).

Best = regards.

Scott

**From:** Davis, Todd <tgDavis@amazon.com> =  
**Sent:** Tuesday, November 27, 2018 11:53 PM  
**To:** Jack = Belcher <jbelcher@arlingtonva.us>  
**Cc:** Majerus, Kim = <kmajerus@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!

Hi Jack: =

Yes, it was great to speak with John and Anil earlier = today. I=E2=80=99d love to connect with Scott Midkiff from VT = while we=E2=80=99re all at re:Invent. Can you please pass along = his email and/or mobile number?

I = look forward to our meeting with Arlington County in = December.

Thank you and Best Regards,

Todd

Todd = Davis

AWS - State and Local = Govt (SLG)

(m) = 913-269-8183

On Nov 27, 2018, at 6:06 PM, Jack = Belcher <[jbelcher@arlingtonva.us](mailto:jbelcher@arlingtonva.us)> = wrote:

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](mailto:jbelcher@arlingtonva.us)>**Cc:** Davis, Todd <[tgdavis@amazon.com](mailto:tgdavis@amazon.com)>; Dubois, = Kelley <[duboiskd@amazon.com](mailto:duboiskd@amazon.com)>; = Stephenson, John <[johstep@amazon.com](mailto:johstep@amazon.com)>; Hanafi, = Faisal <[ghanafi@amazon.com](mailto:ghanafi@amazon.com)>; Tracy, = Brian <[trabrian@amazon.com](mailto:trabrian@amazon.com)>; Chang, = Ray <[rchang@amazon.com](mailto:rchang@amazon.com)>; = Eisner, Ken <[keneisne@amazon.com](mailto:keneisne@amazon.com)>; = Boehret, Matt <[boehret@amazon.com](mailto:boehret@amazon.com)>

**Subje= ct:** Congratulations, Arlington!

Jack,

Thanks for taking = time to connect this afternoon. We=E2=80=99re 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=E2=80=99ll 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](mailto:kmajerus@amazon.com)

Mobile: = +1-708-267-1034

-----=\_NextPart\_001\_0024\_01D486AC.A123C580-- -----=\_NextPart\_000\_0023\_01D486AC.A123C580 Content-Type: application/pkcs7-signature; name="smime.p7s" Content-Transfer-Encoding: base64 Content-Disposition: attachment; filename="smime.p7s"

MIAGCSqGSIb3DQEHAqCAMIACAQExCzAJBgUrDgMCGgUAMIAGCSqGSIb3DQEHAQAoIIaVDCCA3Uw  
ggJdoAMCAQICcwQAAAAAARVLWsoUMA0GCSqGSIb3DQEBBQUAMFcxCzAJBgNVBAYTAkFMRkwFwYD  
VQKExBHbG9iYWxTaWduIG52LXNhMRAwDgYDVQQLLEwdSb290IENBMRSwGQYDVQQDEkJHbG9iYWxT  
aWduIFJvb3QgQ0EwHhcNOTgwOTAxMTIwMDAwWhcNMjgwMDAwMDAwWjBXMQswCQYDVQQGEwJC  
RTEZMBcGA1UEChMQR2xvYmFsU2lnbiBSb290IENBMIIIBIjANBgkqhkiG9w0BAQEFAAOCAQ8AMIIBCgKCAQEA2g7mmY3O  
o+NpIn778YuDJWvqSB/xKrC5IREEvfBj0eJnZs8c3c8bSCvujYmOmQ8pgGWr6cctEsurHEXwB6E9  
CjDNFY1P+N3UjFAVHO9Q7sQu9/zpUvKRfeBt1TUwj5lDc/JB6dVq47KJOIY5OG8GPIhpWypNxadU  
uGyJzJv5PMrl/Yn1EjySeJbW3HRuk0Rh0Y3HRrJ1DoboGYrVbWzVeBaVounICjrr8iQTT3NUkxOF  
Ohu8HjS1iwWMuXeLsdsfIJGrCVNukM57N3S5cEeRIIFjFnmusa5BJgJIGSvRRqpI1mQq14M0/ywq  
wWwZQoHhefTFPYhaO/q81Kff5OQzwIDAQABo0IwQDAOBgNVHQ8BAf8EBAMCAQYwDwYDVR0TAQH/  
BAUwAwEB/zAdBgNVHQ4EFgQUYHtmGkUNl8qJUC99BM00qP/8/UswDQYJKoZIhvcNAQEFBQADggEB  
ANZz53xPdtCNv+y6or40xSgytXz8bJwsK70JnlO/a16qEUi25Qijs8o9YU3TRgmzPsOg42NVG/K6  
76054UO5OKPmL4omO++gUFb5xgr9OM3EC3BRIJeYBN/DX5TVFckUQZzEXXVkfQ3/VTDsho//De8s



vI/uvII01Uqum8Wzan1ZNsNRviETyEMChS77n/6v2GcaL/CeDuVOMUh86bxPTFDpTq2vMh+ZZKlr  
4PrC/Of4Zj9KDKZ2MIH/TCCBuWgAwIBAGIOSMqBgBvCUSg32D7E3aswDQYJKoZIhvcNAQELBQA  
YzELMAkGA1UEBhMCQkUxFTATBgNVBAsTDFRydXN0ZWQgUm9vdDEZMBCGA1UEChMQR2xvYmFsU2ln  
biBudi1zYTEiMCAGA1UEAxMzVHJ1c3RIZCBSc290IENBIFNIQTIIiNiBHMjAeFw0xNjExMTYwMDAw  
MDBaFw0yMTEwMTYwMDAwMDBaMIHRMQswCQYDVQGEwJVUzERMA8GA1UECBMIVmlyZ2luaWEXEzAR  
BgNVBACtckJsYWNrc2J1cmcxJjAkBgNVBAsTHUdsb2JhbCBTb2Z0d2FyZSBUb2t1biBVc2VyIENB  
MTwwOgYDVQKEzNWAxJnaW5pYSBQb2x5dGVjaG5pYyBJbnN0aXRldGUgYW5kIFN0YXRlIFVuaXZl  
cnNpdHkxNDAYBgNVBAMTK1ZpcmdpbmlhIFRIY2ggR2xvYmFsIFNvZnR3YXJlIFRva2VulFVzZXI  
gQ0EwggLiMA0GCSqGSIb3DQEBAQUAA4ICDwAwggIKAoICAQDDKHom27I0c24aNOcK24vgP8cE2DCh  
KZllhUcXoFzJ9+7xH40qrgcH//Cuy46NyCQExaubobT/M7YyBajSLC4qNcTXXwv7SXhxO58CUD8R  
XrqBHbzioVglxUmPFBgCnejoPrCm7N4P1fp19uhYtUcMDjbbqS8J3HgZ0vijo8DV8WAY3+NpJGY  
zEfb94/9pf/dsmwSoGypsx3iKVV8XIFNJUVjHJZcd4v1lBoLljG4siq5qEngcR5pffIMFc3Aihay  
jvlyTQYWQpZVe0edIngnZ8Unv+meATR2AhOGMTO5yQUn5ul47I0KM7fdRu6AQ8uGBorJicNUEPR  
TlvMxn5YOZ7zj/kCPaafJdvav2lfgWfv/JzOWDCery5Ajm02inHR1C1ENt7cQnIpNexaspq3ndO  
80YFNDDANm/7PNNoTZXQNdo1nSFHBnru2851NSoturaQtF3pKv1IS2TbdIE9fttQtuuhv8VDIJ  
XnTGlZ+dFnAWRQ1+LbsV4xu9eycSjQeGllu3ZLwg/YGMujjQm4k2AjTvF7EECSdbNaqBRQT10r1  
78pTY6vbDBy4/6AeYtmkxm9g26f5/jY2l4FNrejAt7fbsGPdvvNeAF9fKE9uiWBXOq1OsTZCIB4x  
bzUNXT2carZmA7QwKw9f7HDGyOxEvuYu5W9NMkyQzXHA4wIDAQABO4IDPjCcazowDgYDVR0PAQH/  
BAQDAEGMCKGA1UdJQIuMCAGCCsGAQUFBwMCGbgrBgEFBQcDBAYKKwYBBAGCNxQCAjASBgNVHRMB  
A8ECDAGAQM/AgtEAMB0GA1UdDgQWBBOQ8ICLOtaFAAdKwa5RVnWlZbooGizAfbXNVHSMEGDAWgBTI  
Y5sIaVTCmMjZzeMz1Be+MkBmzCBjQYIKwYBBQUHAQEgYAwfjA3BggrBgEFBQcAwYYraHR0cDov  
L29jc3AyLmdsb2JhbHNpZ24uY29tL3RydXN0cm9vdHNoYkYyJmMjBDBggrBgEFBQcwoAyoY3aHR0cDov  
L3N1Y3VyaZS5nbG9iYWxzaxWduLmNvbS9yYWNlcuQvdHJ1c3Ryb290c2hhMmcyLmNydDCCAUyGA1Ud  
HgSCAT0wggE5oIIBAzAJgQuudnQuZWR1MAiBBNz0LmVkdTAIggZ2dC5lZHUwd6R1MHMxCzAJBgNV  
BAYTAiVTMREwDwYDVQIEWhWaxJnaW5pYtETMBEGA1UEBxMKQmXhY2tzYnVvYzE8MDoGA1UEChMz  
VmlyZ2luaWEgUG9seXRIY2huaWMgSW5zdGl0dXRIIGFuZCBTdGF0ZSBVbml2ZXJzaXR5MC2kKzAp  
MRMwEQYKZImiZPyLQGBGRyDzWR1MRIwEAYKCIImiZPyLQGBGRyCdnQwOqQ4MDYxZCZAJBgNVBAYT  
AIVTMRMwEQYKZImiZPyLQGBGRyDzWR1MRIwEAYKCIImiZPyLQGBGRyCdnShMDAKhwAAAAAAAAA  
ADAIhyAADA+BgNVHR8ENza1MD0GmaAvhilo  
dHRwOi8vY3JsLmdsb2JhbHNpZ24uY29tL3RydXN0cm9vdHNoYkYyJmMjBDBggrBgEFBQcCARYmaHR0cHM6Ly93d3cuYmFsU2lnbi5jb20v  
cmVwb3NpdG9yeS8wDgYMKwYBBAG0aAUCAGIBMA4GDCsGAQQBtGgFAGIBATAOBgwrBgEEAbRoBQIC  
BAEWdGyMKwYBBAG0aAUCAGMBMA0GCSqGSIb3DQEBCwUAA4IBAQDG9Cjzede73cfvILNZwbNzZw9  
90tR4yBG7NVd/V9onPvnerLAEmkpKyaBlVxvr5AJlfCF0BuOptx+ixHwJbI9OnDacnndREJkiu0  
wkp0mhOp5EJ/wTdi1xCeOA/OGXey1IYXgRcbZgMYicTSGDAybg9Pwz40s2hsQzkFqNzK78UwIfEt  
Sp6VjabyNSuUVNthyRrsWjHlOngRICHSGY7ivFP6KpTpt8PEYBZvkLMuJSg5hXK2T3tospMt2eq  
SzHdDqYx6nkBdP6Yly3ZWhbdnraKpUm3zAhv5mAdxshfkJ0gjk1ofc1G5oDALKHFI7kc8/1sBBG  
IjwiG0klouGYMYIE+zCCBPcCAQEwgeYwgdExCzAJBgNVBAYTAiVTMREwDwYDVQIEWhWaxJnaW5p  
YtETMBEGA1UEBxMKQmXhY2tzYnVvYzE8MDoGA1UEChMzVmlyZ2luaWEgUG9seXRIY2huaWMgSW5zdGl0dXRIIGFuZCBTdGF0ZSBVbml2ZXJzaXR5MC2kKzAp  
YXZlQ0EXDAEgNVBA0TM1ZpcmdpbmlhIFRIY2ggR2xvYmFsIFNvZnR3YXJlIFRva2VulFVzZXI  
gQ0EwggLiMA0GCSqGSIb3DQEBAQUAA4ICDwAwggIKAoICAQDDKHom27I0c24aNOcK24vgP8cE2DCh  
VW5pdmVyc2l0eTE0MDIGA1UEAxMrVmllyZ2luaWEgVG9vJmlyZ2luaWEgVG9vJmlyZ2luaWEgVG9vJmlyZ2luaWEgVG9vZlUyZS5nbG9iYWxzaxWduLmNvbS9yYWNlcuQvdHJ1c3Ryb290c2hhMmcyLmNydDCCAUyGA1Ud  
VXNlcidDQQIQMewAbymM4oqDGWZPc9TdYDAJBgUrDgMCGGUoIIC6TAYBgqhkhiG9w0BCQMxCwYJ  
KoZIhvcNAQcBMBwGCSqGSIb3DQEBJTEPFw0xODExMjg4NDU1MDlaMCMGCSqGSIb3DQEBJTEWBbTO  
filbnMuNwceDLWap37MiinLbZCBkwYJKoZIhvcNAQkPMYGfMGCMAsGCWCGSAFIAwQBkJALBglg  
hkgBZQMEARYwCgYIKoZIhveNAwewCwYJYIZIAWUDBAECMA4GCCqGSIb3DQMCAGIAGDANBggqhkhiG  
9w0DAGIBQDAHBGUrDgMCGjALBglghkgBZQMEAgMwCwYJYIZIAWUDBAICMA5GCWCGSAFIAwQCATCB  
9wYJKwYBBAGCNxAEMYHpmIHMIHRMQswCQYDVQGEwJVUzERMA8GA1UECBMIVmlyZ2luaWEXEzAR  
BgNVBACtckJsYWNrc2J1cmcxJjAkBgNVBAsTHUdsb2JhbCBTb2Z0d2FyZSBUb2t1biBVc2VyIENB  
MTwwOgYDVQKEzNWAxJnaW5pYSBQb2x5dGVjaG5pYyBJbnN0aXRldGUgYW5kIFN0YXRlIFVuaXZl  
cnNpdHkxNDAYBgNVBAMTK1ZpcmdpbmlhIFRIY2ggR2xvYmFsIFNvZnR3YXJlIFRva2VulFVzZXI  
gQ0ECEDHsAG8pjOKKgxlmT3PU3WAwgfkGcyqGSIb3DQEJEAILEYHpoIHMIHRMQswCQYDVQGEwJV  
UzERMA8GA1UECBMIVmlyZ2luaWEXEzARBgNVBACtckJsYWNrc2J1cmcxJjAkBgNVBAsTHUdsb2Jh  
bCBTb2Z0d2FyZSBUb2t1biBVc2VyIENBMTwwOgYDVQKEzNWAxJnaW5pYSBQb2x5dGVjaG5pYyBJ  
bnN0aXRldGUgYW5kIFN0YXRlIFVuaXZlcnNpdHkxNDAYBgNVBAMTK1ZpcmdpbmlhIFRIY2ggR2xv  
YmFsIFNvZnR3YXJlIFRva2VulFVzZXIlgQ0ECEDHsAG8pjOKKgxlmT3PU3WAwDQYJKoZIhvcNAQEB  
BQAEEgEAMaTXHHDefUwZjHz46tH6ITVBI9jYp6xgJNX4dHtTALroluDwx5x4a2QVX9OmCbB5/SN  
zA0Hw95beKeRySv6CgxyPp8U3k5Hto37YGccT3LhZx+suyCSofDAFrc/i8ROeRsHih/+ZfrfWQL  
Pkd4+d460BUGzsZDeQ34+dAKkpOMRfUBndA35GnyohjH3eAp025AnoLEdgp2Mmycop1S5tyDDFI  
S22IOSNV6FTxAsp+ow6Zv7mYLRulrHcxY5v1+WnTRRLyLUxffaE7vH7BHcmZF4Jmu8Es1GAc9/v  
nFSvbJN9Y+mfoz5T4qyOefp/i3STW0m16sOWaZwRFjY9qwaAAAAAAA== -----\_NextPart\_000\_0023\_01D486AC.A123C580--