

From: Chee, Lloyd <lchee@amazon.com>
Sent: Friday, February 22, 2019 1:18 PM EST
To: Christina Winn <cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>
CC: Stephen MacIsaac <smacisaac@arlingtonva.us>; Susan Stout <sstout@arlingtonva.us>; Alexander Iams <aiams@arlingtonva.us>
Subject: RE: Revised Performance Agreement
Attachment(s): "Amazon Final Performance Agreement_02.22.19(LC).docx"

Thank you, Christina. I have one minor nit to the agreement (in the definition of Amazon Arlington Facility), reflected on the attached. Apologies for not catching that earlier. Other than that very minor revision, we are signed off on the agreement. Thank you, and we look forward to continuing our partnership with Arlington County!

Regards,
Lloyd

Lloyd A. Chee | Corporate Counsel | [Amazon.com](https://www.amazon.com)
(206) 765-5937 | lchee@amazon.com

From: Christina Winn <Cwinn@arlingtonva.us>
Sent: Friday, February 22, 2019 9:50 AM
To: Chee, Lloyd <lchee@amazon.com>; Sullivan, Holly <hollyss@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>; Alexander Iams <Aiams@arlingtonva.us>
Subject: RE: Revised Performance Agreement

Thank you Lloyd & Holly –

We very much appreciate the “dialed back” revisions and have accepted your changes. Please review the final agreement one last time, and if you are good we will begin to circulate the agreement through our internal systems in order to be on the March Board meeting. It is likely that the performance agreement and board report will be available to the public on March 1 and we are still targeting the Saturday, March 16th meeting for the Board vote. Holly, I will be in touch with you after we have received guidance from leadership on Amazon’s role, if any, at that Board meeting.

Thank so much!
Christina

From: Chee, Lloyd [<mailto:lchee@amazon.com>]
Sent: Friday, February 22, 2019 11:54 AM
To: Christina Winn <Cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>
Subject: RE: Revised Performance Agreement

Christina,

After further discussion and review, we have elected to dial back some of our earlier edits and comments, which are reflected in the attached document. Please feel free to contact me if you have any questions.

Thanks,
Lloyd

Lloyd A. Chee | Corporate Counsel | [Amazon.com](https://www.amazon.com)
(206) 765-5937 | lchee@amazon.com

From: Chee, Lloyd
Sent: Thursday, February 21, 2019 2:09 PM
To: 'Christina Winn' <Cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>
Subject: RE: Revised Performance Agreement

Christina,

Please find attached for your review our revisions to the Accountability Agreement. One note: it appears that there was a fundamental misunderstanding about the total square footage that we’ll be building out. Our current plans are for 4M sq. ft., although there are scenarios where we may build an additional 2M sq. ft. Given this, we feel it is more appropriate to have the agreement reflect the initially planned 4M. There is no change to our plans for headcount ramp, though, so we will grow HQ2 as we originally planned for.

Apologies for the misunderstanding. Please contact me if you have any questions. Thank you.

Lloyd

Lloyd A. Chee | Corporate Counsel | [Amazon.com](#)
(206) 765-5937 | lchee@amazon.com

From: Christina Winn <Cwinn@arlingtonva.us>
Sent: Wednesday, February 20, 2019 7:05 AM
To: Chee, Lloyd <lchee@amazon.com>; Sullivan, Holly <hollyss@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>
Subject: RE: Revised Performance Agreement

Thanks Lloyd – I just found out that I need to send the materials to our County Manager by Thursday night. We are going to closed session early next week to go over the agreement with the Board....just hoping you can put this at the top of your list so hopefully we can get this wrapped up!

Sorry!
Christina

From: Chee, Lloyd [<mailto:lchee@amazon.com>]
Sent: Tuesday, February 19, 2019 2:06 PM
To: Christina Winn <Cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>
Subject: RE: Revised Performance Agreement

Thank you, Christina! We'll take a look and get back to you soon.

Lloyd

Lloyd A. Chee | Corporate Counsel | [Amazon.com](#)
(206) 765-5937 | lchee@amazon.com

From: Christina Winn <Cwinn@arlingtonva.us>
Sent: Tuesday, February 19, 2019 10:01 AM
To: Sullivan, Holly <hollyss@amazon.com>; Chee, Lloyd <lchee@amazon.com>
Cc: Stephen MacIsaac <Smacisaac@arlingtonva.us>; Susan Stout <Sstout@arlingtonva.us>
Subject: Revised Performance Agreement

Lloyd – please find attached the revised performance agreement based on our previous discussion. Please let us know if you have any questions.

Hoping we are getting to the finish line!

Christina



Christina M. Winn
Director, Business Investment Group
Arlington Economic Development
1100 N Glebe Rd Suite 1500
Arlington, VA 22201
D: 703.228.0801 | C: 703.881.6736 cwinn@arlingtonva.us
Follow me on twitter @Winn_Biz

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