

**A Conversation with Amazon  
DRAFT- Run of Show-DRAFT  
(updated 2/18/19 5pm)  
Feb 21, 2019**

**Location:** GMU Founders Hall Multi-Purpose Room

**Set up:**

- Registration: Guest and Media Registration in hallway
- Light Refreshments: Provided by GMU
- Panel: Small Riser with Five Comfy Chairs/5 Microphones.
- Audience: Seated in FAN style set up with 2 aisles for ease of microphone Access

**Panel**

- Chuck Bean, Washington Council of Governments (Moderator/Host)
- Holly Sullivan, AMZ
- TBD, JBG
- Victor Hoskins, Arlington Economic Development
- Jeanette Chapman, Fuller Institute

**LiveStream:** Session will be livestreamed on a COG channel; and shared on other sites (No Chat function)

**SME:** There will be SME in audience from AMZ, VDOT, ARL County; as well as Christian Dorsey (CB Chair); Sally Durant (Economic Commission member).

**Abbreviated Schedule**

5:00 PM	Sound and AV Check
6:00 PM	Registration Opens
6:20 PM	ALL panelists have lapel microphones connected
6:30 PM	Program begins
8:00 PM	Program concludes

**FULL RUN OF SHOW**

6:30 PM GMU President Dr. Cabrera offers 2-minute welcome

6:32 PM **Chuck Bean** thanks GMU and makes brief introductory remarks about COGs role in the region, introduces Panelists and reviews format for the evening

We know that Arlington has hosted a number of sessions on various topics related to AMZ in the region, but we have the opportunity to be here tonight with Amazon and JBG and a few other guests. Some of the topics that have come up in other sessions include:

- § The Economic Impacts for Arlington and the benefits to the region?
- § People have expressed interest in learning more about the new jobs created by Amazon and what it's like to work at Amazon??
- § We have heard about how questions about the development itself, infrastructure, timing, and how JBG will work with trade unions?
- § I sense that people are curious about Amazon (and JBGs) approach for becoming part of the community, and working with stakeholders, including government, residents, non-profits, and other businesses? Especially on issues like housing and transportation.
- § And, of course there is lots of interest in the region about an ongoing commitment to the environment and sustainability?

6:35 PM **Chuck:** Again, thank you to our panelists for being here tonight. Let's start with a view of the economic scenario that the Fuller Institute highlighted. Jeanette, can you share a little insight and what you learned about the benefits of AMZ coming to the region?

**Jeanette:** Asks to project 2-3 slides emphasizing the economic impacts in the region (Jeanette can reference the slides as she responds from her chair)

6:40 PM **Chuck:** Everyone is excited to have the chance to learn more about Amazon's plans to come here to Arlington. So, Holly, we are thrilled to have you here tonight. I am wondering if you might share a little about AMZ and why you selected Arlington and the region?

**Holly :** References a few slides ( from her chair)-as she talks about Amazon as a company, their guiding principles and why they chose Arlington and the region.

- 6:48 PM *NOTE: IF it is not highlighted in the first response from Amazon, suggest asking follow up)*
- Chuck:** I know everyone wants to know what Amazon is planning now that you have announced that New York will not be one of your future sites? Is there anything you can share at this point with our audience?
- AMZ Response (BRIEF)*
- 6:50 PM **Chuck:** Victor you were instrumental in leading Arlington's efforts in collaboration with the state and the City of Alexandria to recruit Amazon to Arlington. The proposal encompasses locations in Arlington and Alexandria, but certainly the larger part of AMZ presence will be in Arlington. Victor, can you share a little of what this means for Arlington's economic growth?
- Victor:** Discusses job growth in the region; job loss in Arlington; vacancy rates in Arlington; and how the positive revenue helps business, economy, resident/business tax sharing, etc. etc. etc.
- 6:55 PM **Chuck:** JBG (?), The timing of the Amazon RFP very nicely coincided with your (merger/buying) Vornados portfolio and being able to submit a proposal working with the County and the State. I know you have been working closely with AMZ on real estate path of growth , I am wondering if you might share a few specifics about what buildings Amazon will occupy and the timeline for filling space in the proposed locations?
- JGB (?), Offers a brief overview of the buildings proposed; the timeline, and how they will work with ARL, AMZ, and the community. (MAYBE reference 1-2 graphical slides) while they talk?*
- 7:00 PM **Chuck:** Holly, I know that Amazon is committed to helping employees with using multi-modal options for getting to work. Can you share any incentives or plans to continue this for employees in this region?
- Holly:** Yes, .....X expands on AMZ company policies and incentives for employees to use public transportation and other modes?
- 7:05 PM **Chuck:** I want to make sure we have lots of time to take questions from the audience. I want to take one topic at a time as opposed to randomly scanning the audience. The topics I have been tracking include:
- The project itself and the benefits to the community

- Amazon’s plans for integrating into the community
- Amazon’s plans for working with the various stakeholders (non-profits, trade unions, businesses, etc)
- Site development and infrastructure
- Jobs, Workforce Development, and Training opportunities
- Other (and time permitting, we will open to other topics not yet covered)

It will be important that we also get to as many topics and participants as possible, so ask that everyone is concise and brief (less than 1 minute) as you ask a question or offer a comment.

I also recognize that people have different views and perspectives. I ask that everyone is respectful –as others ask their question or offer their thoughts. I also ask that you are respectful in your delivery of your question or comment.

7:07 PM

Let’s start with ***incentives and/or impacts*** .....any additional comments or questions not already addressed? We have a couple of people with microphones who will assist us –and since this session is being livestreamed, I ask that you wait until the microphone gets to you.

So, again, JUST on the topic of incentivesand/or impacts. Let’s get started. I will take a couple of questions/comments-and then ask our panelists to offer comment

**NOTES:**

- *Chuck, with help from COG team scans the audience and selects 3-4 individuals to ask a question/offer comment.*
- *Chuck will be deliberate in the ‘one minute’ rule – reminding people each time if they are longer.*

7:12 PM

**Chuck:** Maybe we can go back to our panelists, and ask them to address any of the comments/questions that have been offered; and any other *thoughts regarding incentives and /or economic impacts at this point?*

*Panel Reflections*

7:17 PM

**Chuck:** Throughout the last several months, I know many people have been curious about understanding more

about Amazon's **corporate philosophies and values**. I am wondering if you might just take a few minutes to expand on these for our audience?

*AMZ expands on specific principles and values; and share a little insight into the Amazon work environment, dogs on campus, minimum wages, transit benefits, etc.*

7:20 PM

**Chuck:** There has been a significant interest about job opportunities, training and internship programs, opportunities for establishing project labor agreements. Again, I ask that everyone is concise and also respectful of how you deliver your question/comment; and of others as they offer their thoughts. Let's open it up for specific questions or comments on **jobs, workforce, and training opportunities**.

Again, we will gather 4-5 comments/questions specifically on jobs, workforce, and training opportunities--before turning back to our panel for insights?

*Chuck asks panel to offer feedback and reflection on specific items that surfaced*

7:30 PM

**Chuck:** Thank you. I want to offer another reminder—that we are working through as many topics as possible, but one at a time and concise. One other significant area of curiosity is **How will Amazon integrate into the community and how do you typically engage with other stakeholders and partners?**

*Chuck and COG team take 4-5 questions/comments from the audience (NOTE: Try to get to as many different voices as possible)*

7:40 PM

*Panel Reflections (AMZ will offer their practice and offer lessons learned from other cities; JBG will do the same; and Victor can talk about how the County has worked with other new companies to help them integrate into Arlington)*

7:45 PM

*IF TIME Permits. We have time for a few just a few other topics that we have NOT yet talked about tonight? Let's get to a few of these.....*

*NOTE: Chuck takes 2 (maybe 3 depending on time) questions/comments and then asks the panel to reflect*

7: 52 PM

**Chuck:** I want to take a minute to ask each of our panel guests to take just a few minutes for closing reflections as we finish out our evening.

*Each Panel member does a one minute SUMMARY reflection (1 minute each).*

7:58 PM

**Chuck:** A reminder that there is a lot of information available on the Arlington County /Amazon website; the State also has a website. We encourage everyone to follow the updates. We will post the livestream video of tonight's' conversation on the COG website. (**Chuck** insert other COG reminders).

In addition, I know that the Arlington County Board will be having a public hearing on March 16<sup>th</sup> on Arlington's performance agreement.

And, there will be many other opportunities for engagement over the course of time related to specific projects and site plans.

Again, I want to thank our panelists and to all of you for a robust discussion tonight. I want to offer a special thanks to GMU for your hospitality this evening. Thank you!