

From: Moore, Brian <brsmoore@amazon.com>
Sent: Wednesday, December 05, 2018 10:39 PM EST
To: Christina Winn <cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>; Fava, Andrea <afava@amazon.com>
CC: Victor Hoskins <vhoskins@arlingtonva.us>; Hartell, Stephen <hartell@amazon.com>
Subject: RE: Community Engagement Questions

Just scanning through the questions. This is really helpful, and thanks for pulling together and passing along. We are already working toward pulling info to answer some of these questions.

Friday is a bit difficult as there are a number of events that day and several of us will be down in Williamsburg. I can stick around tomorrow after the Levine meeting to narrow the scope a little, if that helps. But can we look to connect early next week?

From: Moore, Brian
Sent: Wednesday, December 05, 2018 10:32 PM
To: 'Christina Winn' <Cwinn@arlingtonva.us>; Sullivan, Holly <hollyss@amazon.com>; Fava, Andrea <afava@amazon.com>
Cc: Victor Hoskins <Vhoskins@arlingtonva.us>; Hartell, Stephen <hartell@amazon.com>
Subject: RE: Community Engagement Questions

+ Steve

From: Christina Winn [<mailto:Cwinn@arlingtonva.us>]
Sent: Wednesday, December 05, 2018 10:30 PM
To: Sullivan, Holly <hollyss@amazon.com>; Fava, Andrea <afava@amazon.com>; Moore, Brian <brsmoore@amazon.com>
Cc: Victor Hoskins <Vhoskins@arlingtonva.us>
Subject: Community Engagement Questions

Team Amazon –

I wanted to give the questions that have been asked at the in person community engagement sessions and a list of questions submitted by a community group. We answered all of these questions, but there are a few highlighted ones that we would like your assistance with in helping our leadership develop appropriate talking points.

During the KoJo Town Hall there were several questions that had to do with Amazon's corporate ethics, hiring practice, sexual harassment in workplace, hiring labor unions for construction, diversity in workplace, etc. Can we set up a call to discuss? Maybe Friday?

Thanks
Christina

PS: I don't have Steve's email so can you forward to him as well? Thanks again.

Crystal City Civic Association Meeting (November 29)

Questions: On 1770 and other related JGB properties (Jeff King)

- how long with the project last?
- what type of grocery store will be at 15th street
- How many workers will be on the project at one time
- What will happen to the elevated park?
- Where buses currently park, what is planned there? Bell/Clark (NOTE: Referred for County follow up)
- Do you see Amazon having occupancy of those buildings?
- What is the impact of the underground walkways
- Are you having the dentist vacate the building at 15xx?
- What is the plan for the temporary walk ways long term?

Questions : Amazon Panel
Panel: Andy Van Horn, Katie Cristol, Tracey Gabriel

Livability/QOL

- What is the plan for mitigation to maintain livability and QOL for current residents?
- Do the plans include Long Bridge Park?
- Any intentions to attract medical facilities to CC?
- What is the plan to ensure policy and fire are maintained --to ensure public safety as we grow?
- What is the plan to mitigate and get ahead of some of the negative impacts that AZ has had in Seattle?
- I want to make sure that CC continues to be somewhere I can age in place--both from a mobility and economic perspective
- Any plans to replace the TECH SHOP?

- Rumors of CC becoming the Manhattan of Virginia. Hoping that we maintain the best aspects of our QOL as we grow
- We hope that Syntetic Theater will have the opportunity to renew their lease and STAY in CC

Land Use/Office Vacancy

- I understand that Amazon Is moving in phase --but how long will they be in 1750 and the other CC building?
- What does National Landing mean? How does Potomac Yard fit into the picture?
- Whats the plan for the building near Jaleo that is empty 9near we work at 23rd street)

Taxes/Incentives

- As Amazon moves in--what will the impact be on real estate taxes?
- Will the owners of buildings going to get tax breaks?

Schools/Jobs

- With employee growth, what is the impact on schools? and what does it mean for CC residents with kids specifically? is there a plan be to expand school capacity in CC?
- what type of jobs will be available for service oriented and/or hourly workers?

Housing

- What is being done to ensure affordable housing, not just for people with lower incomes; but also for older adults on fixed income?
- What is being done to help current residents with rent control ?
- What's the plan for creating a missing middle housing scenario in Arlington?

Transportation

- Where is the location for the Pedestrian bridge? and what is the timing for construction? What is happening with the renaming of Jeff Davis highway?
- I have started to use VRE and find it a great service, however, service stops at 9am. Are there any plans to extend these hours?
- It seems like CC drive is in Grid Lock now--and hard to cross as a pedestrian. is there a plan to address these issues?
- I know that everyone says CC is multi-modal, but it is challenging to use the bus routes, due to how 'chopped up ' they are --it's difficult to get all of the connections.
- What is the plan, status, timing to bring Route 1 to grade?

KOJO questions (December 3)

General /Opening

- What do you say to the skeptics? or to people who want to complain about Amazon? or those who have reservations?
- I am concerned about the incentive deals, and that decisions have been made in advance without any conversations with the community?
- What do you mean by Community benefits and how can it come about in Arlington? (Note: Reference to \$500m land trust)
- Amazon needs to make a commitment now---in a legal binding way to support equity.
- How do you (Arlington/Alexandria) get Amazon to do stuff?
- With Density and Development over the years, how will the county involve the people who live here?
- We need to aim for transparency and open trust
- What are the upcoming opportunities for community input and engagement?
- How will small arts organizations (like Syntetic theater) find home for creative space?

Traffic and Transportation

- What transportation and infrastructures projects are planned ?
- Was there enough capacity (in our transportation system) before BRAC left the area?
- Will there be a chance to revisit the streetcar ? with a dedicated right of way?
- What transportation infrastructure is planned for Alexandria, especially related to the Potomac Yard metro station?
- What evidence do we have that makes us believe people will us public transit vs lyft/uber/drive?
- What is the relationship between development/Land use? services?
- I am concerned about parking?
- How can we make sure Amazon is not going to push for MORE flights in/out of National Airport?

Housing and Affordability

- What is the state's role in developing affordable housing?
- What has Arlington? Alexandria? done to advance affordable Housing?

- What are the stakes for low income residents--with the arrival of amazon?
- I am concerned about people being pushed out of Pentagon City/Crystal City because they can't afford rent?
- What is a community land trust? and how would it work in Arlington?
- What is the Boards perception of a \$500m land trust?
- How will we align housing and school needs?
- As a resident in Alexandria, I think Amazon coming is a disaster, and since the State still has to vote on the subsidies, I encourage us to continue to advocate in Richmond.
- I am an organizer with Our Neighbors (Latino organization) -and I am concerned with gentrification, lack of diversity, and concerned that local county policies perpetuate inequities. (Renter/RPP example given)
- I am a homeowner and concerned that my house value will go up---along with my taxes. We need to normalize taxes--so they are not a burden for the community
- Will you encourage Amazon to build unions and encourage Amazon to pay fair wages? (KC: YES)
- As the Demand goes up, the Price goes down, and wondering what ideas are being surfaced for changing zoning laws and developing micro apartments?

Schools, Higher Ed, Workforce

NOTE: Katie mentioned the school information on the website--so it would be good to figure this out?

- We need more information on the number of jobs that left the area--pre BRAC, so we can have a better perspective of what 25K jobs means?
- What would you say about tech hub and the future? What has Virginia tech? GMU? done to advance tech training and pipeline?
- What will the arrival of Amazon mean for APS? what does it mean for overcrowding?
- Small business create long lasting jobs---what services will be added with the arrival of Amazon, that supports small business?
- I am a member of local IBW, and wondering what the County is doing to create project labor agreements?
- How many indirect jobs might come with Amazon?
- What is being done to support Project Labor Agreements?
- I have seen research that shows that giant companies are not the way to create strong economic growth, and encourage the support of small businesses
- What is planned to help adults who are already working---but 150/hours a week in multiple jobs to pay the rent? can we help them build skills to move into these tech careers?
- there is a lack of diversity in the tech workforce? how will we being to grow minority capacity?
- We are a Dillon rule state--and have little power over big players (Country club, amazon?).How will the County hold Amazon accountable if they start doing things we 'don't like' ?
- What will ARL/ALX do to ensure that Amazon creates an environment where everyone is welcome (especially women and diverse workforce)?
- BLS has indicated that there are more jobs than people, what will we do to ensure there are enough 'workers' available at the local level?
- I am concerned about race and equity--related to education and training. What is Amazon doing to create apprenticeships and tech training?
- As a young professional (26 years), African American, of Cuban descent, who grew up in DMV--I often don't see "me" in the room ---how do we ensure balance a diverse workforce?
- What will we do to ensure that poor business processes will not have a negative impact on our region?

QUESTIONS SUBMITTED FROM A CITIZEN GROUP

Total Revenue

1. What years does the Amazon Agreement span and what happens once this Agreement is over?
2. What total revenue can Arlington expect to receive specifically from Amazon (and not from auxiliary activity such as hotel and restaurant activity) over the life of the Amazon Agreement?
3. Can you break this revenue down by year, so we can understand when we will start to see revenue and at what rate?
4. How much of the new revenue generated will be targeted for reinvestment near the Amazon locations, as prescribed in the agreement?
5. How does this revenue break down? How much from:
 - a. Property tax?
 - b. Business license – tax on revenue?
 - c. Sales tax?
 - d. Other taxes (specify)?

Property Tax

On buildings Amazon will occupy:

1. What is the delta between what is being paid currently on the buildings Amazon will occupy and the taxes that will be paid once Amazon occupies them?
2. What is the property tax currently being paid on unoccupied square footage? On occupied square footage?

Business License Tax (Tax on Revenue)

1. For tax on revenue, how will Amazon be categorized? (for example, amusement, retail, contractor/builder etc.)

2. Will they pay the standard tax rate as described in Arlington County Code Chapter 11 / Article 1?
3. What will be the tax rate they pay for every \$100 on revenue over \$100,000?
4. Given Amazon is a global company, how will they calculate revenue considered to have been generated in Arlington? (for example, by number of employees)?
5. If Amazon is paying rent to a property owner, is the property owner paying Arlington business license tax on that revenue? (and is this in addition to the property tax being paid)?

INCENTIVES

1. Will Arlington provide any incentives other than those described in the Office of the County Manager memo: <https://d39w7f4ix9f5s9.cloudfront.net/7a/73/afe9680c49f482e9b7e46ad497e6/arlington-county-agreement.pdf>
2. What is the total amount of incentives being provided by Virginia, and how do these break down by category (infrastructure, tax breaks, tax incentives etc.)?

TIMING

3. What is the year by year timeline both for Amazon's arrivals (jobs) and the various infrastructure or land use development that will go on around the Agreement?

NON- DISCLOSURE AGREEMENT/FOIA

4. We have heard that there are still areas of the Agreement subject to the non-disclosure agreement. Is this true, and if so, what kind of the information has not been released to the public? (incentives etc.)
5. We have heard that Amazon must be notified if anyone files a Freedom of Information Act, prior to releasing the information. Could you provide the exact language on this and what the rationale is?



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