

TO: Panel Members

RE: A Regional Conversation with Amazon

DATE: February 21, 2019

LOCATON: GMU Founders Hall Multi-Purpose Room (3351 North Fairfax Drive, Arlington)

TIME: Panel Arrives at 5:45; Briefing at 6:00; Program from 6:30-8:00

DRESS: Business Attire

### **OVERVIEW**

YOU will participate in A Regional Conversation with Amazon, hosted by the Washington Metropolitan Council of Governments at George Mason University. This invitational session with elected officials, government executives, and business and community leaders offers a next step in an important dialogue about Amazon's plans to locate its new headquarters in Arlington. As a panel members, YOU will have the chance to discuss and take questions on a variety of topics, including Amazon's economic impacts, the headquarters development, job creation and workforce development, and the company's approach to working with the community on housing, transportation, and sustainability. A list of invited guests is included at the end of this document.

NOTE: The event will be livestreamed and to the extent possible, we will also include questions that surface in the chat room.

### **PANEL MEMBERS**

YOU will participate with other panelists highlighted below:

- Chuck Bean, Washington Council of Governments (Moderator/Host)
- Holly Sullivan, Amazon
- Andrew VanHorn, JBG Smith
- Stephen Moret, Virginia Economic Development Partnership
- Victor Hoskins, Arlington Economic Development
- Jeanette Chapman, Fuller Institute

### **Other Special Guests**

- Dr. Cabera, George Mason
- David Wu, George Mason
- Christian Dorsey, ARL County Board
- Libby Garvey, ARL County Board
- Brian Huseman, Amazon
- Andrea Fava, Amazon

## **ABBREVIATED RUN OF SHOW (SEE FULL ROS below)**

5:45 PM	Panel arrives IN GREEN ROOM - (See note below)
6:00 PM	Panel Huddle
6:10 PM	Panel is suited with Microphones in GREEN ROOM
6:25 PM	Panel enters stage
6:30 PM	Program begins with pre-determined questions
7:00 PM	Discussion with Audience begins
7:52 PM	Reflections from Panel (ONE minute each)
8:00 PM	Program Concludes

## **ADDITIONAL ARRIVAL/PARKING INFORMATION**

- Drop Off/Parking: Please get DROPPED off or PARK on the Garage Level of Founders Hall  
(*Founders Way North, Arlington, VA* on wayfinding app). Garage entrances are located through an alley from both Washington Blvd; and on 10<sup>th</sup> street (between Washington and Wilson).
- *NOTE: There will be RESERVED Parking for all PANEL members located-AS You arrive into the Garage -marked COG Reserved Parking. Please Look for Staff Volunteer who will show you to the Founders Hall Elevator. Enter the Founders Hall Elevator and proceed to the First Floor/Lobby Level—where another Staff/Volunteer will escort YOU to the GREEN ROOM.*

**SME:** There will be SME and others in the audience that Chuck or panel members may reference at some point in the discussion (See complete list on attachment)

## **FULL RUN OF SHOW**

5:45 PM	PANEL member arrive in Green Room
6:00 PM	PRE-BRIEF with Panel in Green Room; All panelists suited with microphones
6:15 PM	COG Livestream site LIVE with Welcome Slide
6:25 PM	Panel members take seat on stage
6:30 PM	Chuck introduces himself, welcomes everyone to “A Conversation with Amazon”, thanks George Mason University for hosting and invites Dr. Cabrera, President of George Mason University to offer a welcome.

GMU President Dr. Cabrera offers 2-minute welcome (From front of stage with handheld microphone)

6:33 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 Arlington (and 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)*

*SLIDE NOTE: JC 1 SLIDES/ Transition to GENERAL SLIDE*

6:41 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.

(SLIDE/VIDEO NOTE: AMZ SLIDE 1/Video; Transition to General Slide

6:50 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)*

6:53 PM **Chuck:** Victor and Stephen, you were both instrumental in leading Arlington's efforts in collaboration with the Commonwealth of Virginia and the City of Alexandria to recruit Amazon to Arlington. I am wondering if you can each share a little of what this means for the Commonwealth and for Arlington's economic growth?

**Victor/Stephen:** Each offer a few insights on what it means for the State and County: job growth; vacancy rates in Arlington; revenue, positive revenue helps business, economy, resident/business tax sharing, etc. etc. etc.

7:00 PM **Chuck:** Andy, 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?

**Andy:** 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?

SLIDE NOTE: JBG-TBD/Transition to Discussion SLIDE

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:

- Incentives and project benefits for the region
- Amazon's plans for integrating into the community

- Headquarters site development
- Hiring and workforce development
- 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 project benefits for the region*** .....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 incentives. 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.*

*Panel Reflections*

7:17 PM      **Chuck:** Throughout the last several months, I know many

people have seen curious about what people can expect with the new Campus when Amazon arrives.

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

7:20 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 will take 4-5 questions/comments from the audience AMZ will highlight their approach and share some of the engagement to date that has been done (with some participants in the audience); And offer lessons learned from other cities; JBG will do the same; and Victor and Stephen can talk about how the County has worked with other new companies to help them integrate into the State/Arlington*

7:28 PM **Chuck:** Earlier in the evening, we heard a little bit about site development for Amazon's headquarters. And, just wanted to open it up to see if there were any additional questions or comments specifically related to the **Headquarters site?**

*Chuck will take 2-3 questions and offer members of the panel an opportunity to reflect.*

7:35 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 **hiring and workforce?**

*Again, we will gather 4-5 comments/questions specifically on jobs, workforce, and training opportunities--before turning back to our panel for insights? (NOTE: try to get as many voices in the room as possible)*

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

7: 42 PM *IF TIME Permits. We have time for a few just a few other topics that we 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*

*BACK POCKET QUESTION:*

*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?*

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!

## **SME and Others**

- Transportation:
  - Dennis Leach (ARL, Transportation),
  - Renee Hamilton (VDOT),
  - Christian Dorsey (CB Chair, WMATA Board),
  - Conti Srianch (COG Transportation)
- Housing:
  - David Cristeal (ARL Housing),
  - Christian Dorsey (CB Chair),
  - Paul Desjardin (COG Housing)
- Economic Development: S
  - Sally Duran (Economic Development Commission);
  - Alex Iams( Arlington Economic Development)
- Planning:
  - Anthony Fusarelli (ARL Planning)
- AMZ:
  - Brian Huseman (VP Amazon)
- Business Community:
  - Kate Bates (ARL Chamber of Commerce) ,
  - Glenda McMullin(CC BID)
- Civic/Neighborhoods:
  - Carol Fuller (CC Civic Association)

## **INVITED GUESTS**



<b>Organization</b>	<b>Name</b>
AHC inc	Stephen E. Smith
Alexandria/Arlington Regional Workforce Council	David Remick
Alexandria Economic Development	Stephanie Landrum
Alliance for Housing Solutions	Michelle Winters
Amanda & Bonder Community Development Corporation	Cicely Whitfield
Amazon	Andrea Fava
Amazon	Brian Moore
Amazon	Brian Huseman
Amazon	Holly Sullivan
Amazon	Ardine Williams
Apartment and Office Building Association	Brian Gordon
Arlington	Mark Schwartz
Arlington	Shannon Flanagan Watson
Arlington	Victor Hoskins
Arlington	Bryna Helfer
Arlington	Alex Iams
Arlington	Anthony Fuserelli
Arlington	Christina Winn
Arlington	Multiple Staff
Arlington Arts Center	Holly Koons
Arlington Committee of 100	Tamon Honda
Arlington Community Foundation	Jennifer Owens
Arlington County Civic Federation	Duke Banks
Arlington County Council of PTAs	Jennifer Bauer (voting for new officers this month)
Arlington Food Assistance Center	Charles Meng
Arlington Gay & Lesbian Alliance	Bruce Hightower
Arlington Partnership for Affordable Housing	Nina Janopaul
Arlington Public Schools	Reid Goldstein
Arlington Public Schools	Dr. Patrick K. Murphy
Arlington Ridge Civic Association	Arthur Fox
Arlington Thrive	Andrew Schneider
Arm & Arm	Kelvin Manurs

A-SPAN	Kathy Sibert
Aspire! After School Learning (formerly Greenbrier Learning Center)	Courtney C. Reeve
Aurora Highlands Civic Association	Miriam Gennari
Ballston BID	Tina Leone
Bicycle Element Working Group	Mr. Chris Slatt
Black Parents of Arlington	Adora Williams
BNA Bloomberg	Dan Fine
Boeing	Todd Yeatts
Bridges to Independence	Samuel L. Kelly Jr.
Brookfield Properties	Simon Carney
Buchanan Partners	Bob Buchanan
Buckingham Youth Brigade (BYB)	Saul Reyes
Chamber of Commerce, Arlington	Kate (Roche) Bates
Citizens Advisory Commission on Housing	Ms. Holly R. Bray
City of Alexandria	Justin Wilson
City of Alexandria	Elizabeth Bennett-Parker
City of Alexandria	Mark Jinks
City of Fairfax	David Meyer
City of Fall Church	David Tarter
Coalition for Smarter Growth	Stewart Schwartz
COG	<b>Chuck Bean</b>
COG	<b>Multiple Staff</b>
COG	Christian Dorsey
COG	Libby Garvey
COG Regional Housing Committee	Helen McIlvaine
Commission for the Arts	Ms. Marsha Semmel
Commonwealth Joe & Crystal City Resident Community Development Citizens Advisory Committee	Chase Damiano
Community Housing Finance Corporation Board	Mr. Thomas (Tim) Francis Denning
Consortium of Universities	Ms. Alice L Barrett
Courthouse Square Planning & Urban Design Study WrkngGrp	John Cavanaugh
	Nancy Iacomini

CPRO-Columbia Pike Revitalization Organization Crystal City BID	Karen Vasquez (Acting) Tracy Gabriel
Crystal City Citizens Review Council	Mr. ChristerAhl
Crystal City Civic Association Crystal City Entrepreneur	Carol S. Fuller Isaac Barnes
Crystal City Resident and Entrepreneur DC DC DC DC Council DC Council DC Council Disability Advisory Commission Doorways for Women and Families Dweck Properties EarthTrek's Crystal City EcoAction Arlington Economic Development Commission Economic Development Commission Edu-Futuro Encore Stage and Studio ENDependence Center of Northern Virginia Environment & Energy Conservation Commission Ethiopian Community Development Council Fairfax County Fairfax County Federal City Council Fiscal Affairs Advisory Commission Freddie's Beach Bar (small business representative) Friends of the Arlington County Public Library Fuller Institute George Mason University George Mason University George Mason University George Mason University GMU's Center for Regional Analysis Greater Washington Board of Trade Greater Washington Partnership Human Rights Commission Hyatt Regency, Crystal City Industrial Development Authority	Robin Ghariani Muriel Bowser Rashad Young Brian Kenner Phil Mendelson Robert White Jack Evans Mr. William Patrick Staderman Caroline Jones Nora Dweck-McMullen Erica Espenak Elenor Hodges Mr. Frank Poli Ms. Sally J. Duran Jorge E. Figueredo Sara Strehle Duke James Garrett Mr. Michael Mesmer Dr. Tsehay Teferra Sharon Bulova Bryan Hill Anthony Williams Ms. Tenley Peterson Freddie Lutz Kate Summers <u>Jeanette Chapman</u> Ángel Cabrera David Wu Tom Davis Dr. Deb Crawford Terry Clower Jack McDougal Jason Miller Mr. Juan Carlos Velazquez Derrick Morrow Mr. Edwin Fountain

JBG

Joint Facilities Advisory Commission  
Justice For All  
La ColectiVA  
Leadership Center for Excellence  
Leadership Greater Washington  
Lisa Sturtevant & Associates  
Lomax A.M.E Zion Church  
Long Range Planning Committee  
Loudoun County  
Loudoun County  
Macedonia Baptist Church  
Marymount University  
Montgomery County  
Montgomery County  
Montgomery County  
Mt. Olive Baptist Church  
MWAA  
NAACP, Arlington Branch

Ms. Ginger Briggs Brown  
Zakiya Worthey  
Danny Cendejas  
Karen Coltrane  
Doug Duncan  
Lisa Sturtevant  
Pastor Wittaker  
Ms. Nancy Lacomini  
Phyllis Randall  
Matt Letourneau  
Deacon Alfred O. Taylor  
Dr. Irma Becerra  
Nancy Navarro  
Marc Elrich  
David Petr  
Rev. James Victor  
Jerome Davis  
Julius Spain Sr.

Northern Virginia Apartment Association

Ludwig P. Gaines

Northern Virginia Building Industry Association

Matt Kroll

Northern Virginia Community College

Northern Virginia Regional Commission

Robert Lazaro

Northern Virginia Transportation Authority

Monica Backmon

Northern Virginia Transportation Commission

Kate Mattice

Northern Virginia Urban League

Diane McLaughlin

Our Arlington Revolution

Roshan Abraham

Out-of-School Time Advisory Council

Ms. Rene Madigan

Park and Recreation Commission

Mr. William Ross

PBS

Paula Kerger

Planning Commission

Ms. Jane C Siegel

Prince George's County

Todd Turner

Prince George's County

Derrick Davis

Prince George's County

Angela Alsobrooks

Prince William County

Marty Nohe

Rosie Riveters  
Rosslyn BID

Shirlington Employment And Education Center  
Simon Properties  
Site Plan Review Committee  
St. John's Baptist Church  
STEM for Her  
Tenant-Landlord Commission  
The Freshman  
The Stephen S. Fuller Institute  
Transportation Commission  
Urban Forestry Commission  
VDOT  
Virginia Tech  
Volunteer Arlington  
WMATA  
Zoning Comittee

Brittany Greet  
Mary-Claire Burick

Andres Tobar  
  
Ms. Elizabeth Gearin  
Pastor John Nicholas Jr.  
Marian McKee  
Mr. Kellen MacBeth  
Nick Freshman  
Stephen Fuller  
Mr. Chris Slatt  
Ms. Nora Palmatier  
Renee Hamilton  
Dr. Stephen H. McKnight  
Lisa Fikes  
Paul Wiedefeld  
Mr. Daniel Weir