From: Erik Gutshall <egutshall@arlingtonva.us>
Sent: Friday, March 15, 2019 10:35 AM EDT
To: Fava, Andrea <afava@amazon.com>; Moore, Brian <brsmoore@amazon.com>
CC: Christian Dorsey <cdorsey@arlingtonva.us>
Subject: Potential Questions

Andrea,

Thank you for meeting with me this week and all you are doing to connect with Arlingtonians across the spectrum.

Per our discussion, below is a quick list of potential questions that I may ask. Please note, I can't ask all of them and I could ask a question not on this list raised by a citizen or that just pops into my head. Nonetheless, this gives you a sense of what to expect.

- What community groups in Arlington have you met with? (providing a list in advance would be helpful and obviate the Q)
- What goals or process will be used to determine how you spend the direct incentive payments you may receive from the state and Arlington?
- Does Amazon's commitment to sustainability include a goal to achieve a Net Zero Energy HQ2 campus?
- Do you anticipate a relatively symmetrical distribution around the average (mean) income of $150K or skewed? If skewed, do you expect the median to be less than the mean?
- Is providing childcare on your campus a specific goal?
- Do you have specific policies or programs targeted at hiring and accommodating disabled employees for the types of jobs expected at HQ2?
- Can you characterize the nature of potential lines of business expected to locate on the HQ2 campus?
- What are you most proud about your workplace environment and what do you think is the biggest challenge to employee satisfaction and retention?
- What is the average tenure of your staff?
- What do you think Amazon offers to a neighborhood like Green Valley?
- Are you willing to leverage your technology to partner with the Arlington community to address our challenges, i.e., AI and analytics tools to model housing and transportation infrastructure?
- How do you manage the use of your technology (e.g., facial recognition) for good v. evil?

Thank you!

Erik Gutshall
Member, Arlington County Board

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