

From: Erik Gutshall on behalf of Erik Gutshall <egutshall@arlingtonva.us>
Sent: Saturday, March 16, 2019 5:48 PM EDT
To: Fava, Andrea <afava@amazon.com>
Subject: RE: Potential Questions

Erik Gutshall
Arlington County Board Member

Note: This email is subject to public disclosure

From: [Fava, Andrea](#)
Sent: Friday, March 15, 2019 4:51 PM
Subject: RE: Potential Questions

Thanks, Erik.

We're happy to answer questions about members of the community we've met with. Here are some examples:

Non-profit community: We're getting to know the non-profit community in Arlington. For example, we met with more than 50 non-profit organizations at a learning session hosted at WETA-TV and convened by the Arlington Chamber. The Alliance for Housing Solutions and the Arlington Community Foundation have included us in community discussions and helped us connect with others addressing affordable housing so we can get to know their work better. The Arlington Food Assistance Center gave us a tour earlier this month, and we learned about food needs of local residents and opportunities for volunteer involvement. We are pleased that Amazon will sponsor and host a table at their event next week.

Civic associations and residents. We have had introductory meetings with the Presidents of several civic associations, including the Crystal City Civic Association, Arlington Ridge Civic Association, and Aurora Highlands Civic Association. We've attended civic association meetings, including the Crystal City Civic Association, Crystal City Citizens Review Council, Long Branch Creek Citizens Association, Shirlington Civic Association, and Arlington Mills Civic Association. We met with the leaders of the Lee Highway Alliance.

Education: Our head of community engagement met Dr. Murphy and Principal Chung and toured Arlington Tech where we spoke with students and saw their hand on learning in action. Yorktown High School is participating in our Amazon Future Engineer Program. We have met with all members of the Arlington County School Board.

Workforce Development: We have existing education and workforce partnerships in the region, such as our apprenticeship program with the Northern Virginia Community College. We've also had the opportunity to meet additional stakeholders. For example, our Vice-President of Worldwide HR Operations met with Alexandria/Arlington Regional Workforce Council and the Arlington Employment Center.

Business community: We've met with the board of the Crystal City BID. The BID convened a meeting of more than fifty future neighbors, where our Vice-President of Global Real Estate discussed our plans and answered questions. We've joined the Arlington Chamber of Commerce and participate in their regular committee meetings and events. We've visited small businesses in National Landing to get to know their owners and employees.

Council of Governments: We participated in a forum with community members hosted by the Metropolitan Washington Council of Governments on February 21, where Holly Sullivan, Head of Worldwide Economic Development, answered questions and listened to perspectives on a panel alongside representatives from Arlington Economic Development, the Virginia Economic Development Partnership, JBG Smith, and the Stephen S. Fuller Institute.

Residents and employees: Our Treasure Truck visited Crystal Drive on March 8. We estimate that 400-600 people stopped, played games, and interacted with our team. (The Treasure Truck will be back in Arlington later this month.) On March 13, we partnered with Northside Social to fuel commuters' mornings. We are a sponsor of the Crystal City Crosshairs Garage Races.

Best,

Andrea

From: Erik Gutshall [mailto:egutshall@arlingtonva.us]
Sent: Friday, March 15, 2019 10:35 AM
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?
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- Is providing childcare on your campus a specific goal?
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- 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

All email related to Arlington County business is subject to public disclosure.