

**From:** Joan Kelsch <jkelsch@arlingtonva.us>  
**Sent:** Thursday, March 07, 2019 5:10 PM EST  
**To:** Fava, Andrea <afava@amazon.com>; Oster, Jake <osterjak@amazon.com>  
**CC:** Demetra McBride <dmcbride@arlingtonva.us>; John Morrill <jmorrill@arlingtonva.us>; Richard Dooley <rdooley@arlingtonva.us>; Jessica Abralind <jabralind@arlingtonva.us>  
**Subject:** Arlington Green Building Incentive Program  
**Attachment(s):** "Board\_Report\_final 11-15-14 clean.pdf"

Andrea and Jake,

It was great to talk with you today about sustainability issues in Arlington. We are very excited to have Amazon here and look forward to working with you.

I have attached the (somewhat wonky) document outlining the Green Building Density Incentive Program. My colleague, Jessica Abralind, and I are happy to answer any questions you may have. We've worked with JBG on many projects and they are aware of the program. Nearly all site plan projects participate and it's been a win/win for developers and the County alike.

Thanks for your time today! All the best,

Joan

**Joan B. Kelsch**, LEED AP  
*Green Building Programs Manager*

Office of Sustainability & Environmental Management  
Arlington County Department of Environmental Services  
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Arlington, VA 22201  
703.228.3599; [jkelsch@arlingtonva.us](mailto:jkelsch@arlingtonva.us)  
[www.arlingtonenergy.us](http://www.arlingtonenergy.us)

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**From:** Ruff, Emi [mailto:[emiruff@amazon.com](mailto:emiruff@amazon.com)]  
**Sent:** Monday, March 04, 2019 12:21 PM  
**To:** John Morrill <JMorrill@arlingtonva.us>; Fava, Andrea <afava@amazon.com>  
**Cc:** Oster, Jake <osterjak@amazon.com>; Demetra McBride <dmcbride@arlingtonva.us>; Joan Kelsch <jkelsch@arlingtonva.us>; Richard Dooley <Rdooley@arlingtonva.us>  
**Subject:** RE: Arlington Community Energy

Hi John!

I saw the dial-in come through – thanks so much! Andrea will be out in Arlington on Thursday afternoon – can you please send over the information for her to join in person?

Thank you,  
Emi

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**From:** John Morrill <JMorrill@arlingtonva.us>  
**Sent:** Thursday, February 28, 2019 4:12 PM  
**To:** Ruff, Emi <[emiruff@amazon.com](mailto:emiruff@amazon.com)>; Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>  
**Cc:** Oster, Jake <[osterjak@amazon.com](mailto:osterjak@amazon.com)>; Demetra McBride <[dmcbride@arlingtonva.us](mailto:dmcbride@arlingtonva.us)>; Joan Kelsch <[jkelsch@arlingtonva.us](mailto:jkelsch@arlingtonva.us)>; Richard Dooley <[Rdooley@arlingtonva.us](mailto:Rdooley@arlingtonva.us)>  
**Subject:** RE: Arlington Community Energy

Thank you! I'll get a room and phone # for us.

**John Morrill, CEM**  
Energy Manager  
Office of Sustainability & Environmental Management  
Arlington County Department of Environmental Services  
2100 Clarendon Boulevard, Suite 705, Arlington, VA 22201  
office: (703) 228-4426  
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**From:** Ruff, Emi [<mailto:emiruff@amazon.com>]  
**Sent:** Thursday, February 28, 2019 2:39 PM  
**To:** Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>; John Morrill <[JMorrill@arlingtonva.us](mailto:JMorrill@arlingtonva.us)>  
**Cc:** Oster, Jake <[osterjak@amazon.com](mailto:osterjak@amazon.com)>; Demetra McBride <[dmcbride@arlingtonva.us](mailto:dmcbride@arlingtonva.us)>; Joan Kelsch <[Jkelsch@arlingtonva.us](mailto:Jkelsch@arlingtonva.us)>; Richard Dooley <[Rdooley@arlingtonva.us](mailto:Rdooley@arlingtonva.us)>  
**Subject:** RE: Arlington Community Energy

Hi John!

Thanks so much for sending over times. Could we please confirm 3:30 – 4:30 ET on Thursday March 7<sup>th</sup>? Jake will be able to join the call then as well.

Cheers,  
Emi

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**From:** Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>  
**Sent:** Wednesday, February 27, 2019 5:57 PM  
**To:** John Morrill <[JMorrill@arlingtonva.us](mailto:JMorrill@arlingtonva.us)>  
**Cc:** Oster, Jake <[osterjak@amazon.com](mailto:osterjak@amazon.com)>; Demetra McBride <[dmcbride@arlingtonva.us](mailto:dmcbride@arlingtonva.us)>; Joan Kelsch <[Jkelsch@arlingtonva.us](mailto:Jkelsch@arlingtonva.us)>; Richard Dooley <[Rdooley@arlingtonva.us](mailto:Rdooley@arlingtonva.us)>; Ruff, Emi <[emiruff@amazon.com](mailto:emiruff@amazon.com)>  
**Subject:** RE: Arlington Community Energy

Thanks, John. I'm looking forward to this! I'm adding Emi to help us confirm a time next week. Very best, Andrea

[Andrea Fava](mailto:afava@amazon.com) | Public Policy Director | Amazon  
[afava@amazon.com](mailto:afava@amazon.com) | T 202.442.2952 | M 202.580.9510

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**From:** John Morrill [<mailto:JMorrill@arlingtonva.us>]  
**Sent:** Wednesday, February 27, 2019 5:56 PM  
**To:** Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>  
**Cc:** Oster, Jake <[osterjak@amazon.com](mailto:osterjak@amazon.com)>; Demetra McBride <[dmcbride@arlingtonva.us](mailto:dmcbride@arlingtonva.us)>; Joan Kelsch <[Jkelsch@arlingtonva.us](mailto:Jkelsch@arlingtonva.us)>; Richard Dooley <[Rdooley@arlingtonva.us](mailto:Rdooley@arlingtonva.us)>  
**Subject:** Arlington Community Energy

Hello Ms. Fava,

We are all excited about the plans for Amazon to invest in Arlington! Welcome!

Arlington has been leaning forward on clean energy, climate action, and sustainability for years. We are pleased that leading firms like JBG Smith and Dominion Energy have been active partners in those planning and implementation efforts.

Much of our current focus is on high-efficiency buildings; renewable energy; and modernization of the grid including energy storage, electrification, distributed energy, and resilience. We would like to give you a brief overview of our programmatic goals, to identify ways we might partner together, and answer any questions you might have.

This introductory call would include the management team of the [Arlington Initiative to Rethink Energy \(AIRE\)](#) –

Demetra McBride, Bureau Chief of the Office of Sustainability & Environmental Management,  
Joan Kelsch, Green Buildings Program Manager, and  
Rich Dooley, Community Energy Coordinator

We have the following time slots available (all assuming 1 hr (max) blocks) –

Wednesday Mar 6	- 1:30 pm Eastern
Wednesday Mar 6	- 3:00 pm Eastern
Thursday Mar 7	- 2:00 pm Eastern
Thursday Mar 7	- 3:00 pm Eastern
Thursday Mar 7	- 4:00 pm Eastern

This discussion could identify some topics for a deeper dive when Mr. Oster comes to town.

We look forward to speaking with you and building a lasting relationship with your firm.

Thank you,  
John

**John Morrill, CEM**  
Energy Manager  
Office of Sustainability & Environmental Management

Arlington County Department of Environmental Services  
2100 Clarendon Boulevard, Suite 705, Arlington, VA 22201  
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**From:** Christina Winn  
**Sent:** Wednesday, February 27, 2019 5:01 PM  
**To:** John Morrill <[JMorrill@arlingtonva.us](mailto:JMorrill@arlingtonva.us)>; Fava, Andrea <[afava@amazon.com](mailto:afava@amazon.com)>; Oster, Jake <[osterjak@amazon.com](mailto:osterjak@amazon.com)>  
**Cc:** Anthony Fusarelli <[Afusarelli@arlingtonva.us](mailto:Afusarelli@arlingtonva.us)>; Richard Tucker <[Rtucker@arlingtonva.us](mailto:Rtucker@arlingtonva.us)>  
**Subject:** Arlington Community Energy

Andrea & Jake –

I would like to introduce you to John Morrill with Arlington County – he is the Energy Manager in the Office of Sustainability and Environmental Management and is interested in speaking with you about renewable energy, sustainability and green building programs.

John – Andrea is the Public Policy Director for Amazon and our main point of contact. Jake is Head of Energy Policy for Amazon. Andrea can be available for a call next week and then when Jake comes into town in late April you all can schedule a deeper dive meeting in person.

John – can you send some times that your team is available to Andrea for a call next week? And, I will step out of it and let you all coordinate.

Thanks!  
Christina



Christina M. Winn  
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*Any email sent to/from Arlington County email addresses may be subject to disclosure under the Freedom of Information Act (FOIA).*