

From: Matt de Ferranti
Sent: Monday, March 18, 2019 12:21 PM EDT
To: Andrew Vanhorn <avanhorn@jbgsmith.com>
Subject: Following up and Thursday

Andy,

I hope you are well. I am very glad we acted on the performance agreement and can move forward to the next steps. Congratulations are in order, for Arlington's future and the working partnership we will continue to strengthen with Amazon and with JBG. Thanks as well for the phone conversations last week.

I wanted to follow up with a question. On Thursday, the Northern Virginia Conservation Trust is hosting a luncheon. I believe that you will be there? Would you consider joining me on a panel, after Christian has spoken, regarding the next steps related to the project as well as the importance of conservation. I believe it would be helpful, if you are willing. Certainly, understand if you cannot make it or don't quite feel it the right step.

Thank you for your consideration.

Best regards,

Matt

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