

**From:** Andrew Vanhorn <avanhorn@jbgsmith.com>  
**Sent:** Wednesday, March 20, 2019 1:19 PM EDT  
**To:** Alan Rowsome <arowsome@nvct.org>; Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Subject:** RE: Draft questions for Thursday

Great – see you around 11:30. Jacket/tie for speakers?

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**From:** Alan Rowsome <arowsome@nvct.org>  
**Sent:** Wednesday, March 20, 2019 1:04 PM  
**To:** Matt de Ferranti <mdeferranti@arlingtonva.us>; Andrew Vanhorn <avanhorn@jbgsmith.com>  
**Subject:** RE: Draft questions for Thursday

240 people confirmed, and there will be spots to put out information if helpful.

We're pleased you'll both be there and I'll probably circle up with you when you arrive to just confirm a few small details on site. The happy hour/networking time from 11:30-12 would be a good time to do that if you're able to arrive a little early.

Thanks.

Alan Rowsome  
Executive Director  
Northern Virginia Conservation Trust  
4022-A Hummer Road  
Annandale, VA 22003  
(703) 354-5093 (office)  
(202) 285-8134 (cell)



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**From:** Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Sent:** Wednesday, March 20, 2019 12:24 PM  
**To:** Andrew Vanhorn <avanhorn@jbgsmith.com>; Alan Rowsome <arowsome@nvct.org>  
**Subject:** RE: Draft questions for Thursday

Thanks for this—appreciate both of you setting the content on this via email.

I look forward to the lunch and panel tomorrow.

How many are you expecting, Alan? I may bring a little information on Amazon and Arlington.

Thanks,

Matt

**Matt de Ferranti**  
**Member, Arlington County Board**

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**From:** Andrew Vanhorn [<mailto:avanhorn@jbgsmith.com>]  
**Sent:** Tuesday, March 19, 2019 2:14 PM  
**To:** Alan Rowsome <arowsome@nvct.org>; Matt de Ferranti <mdeferranti@arlingtonva.us>  
**Subject:** RE: Draft questions for Thursday

Alan and Matt,

Here are details of our portfolio that I can speak to in more detail, given we own these and control our efforts on these properties – questions/discussion around these items are easy:

- 74% of all operating assets, based on square footage, have earned at least one green certification:
  - 6.6 million square feet of LEED Certified Commercial Space (59%)
  - 7.4 million square feet of ENERGY STAR Certified Commercial Space (65%)
  - 1.4 million square feet of LEED Certified Multifamily Space (36%)

- 1.9 million square feet of ENERGY STAR Certified Multi-family Space (48%)
- 4-star rating in the Global Real Estate Sustainability Benchmark (GRESB) Real Estate Assessment, ranking second in our peer group and in the top 10 of all North American REITs
- The Board of Trustees' Corporate Governance & Nominating Committee has oversight of environmental and social matters
- We were **named a 2018 Green Lease Leader** by the Institute for Market Transformation (IMT) and the U.S. Department of Energy's (DOE) Better Buildings Alliance. Green Lease Leaders recognizes companies who utilize the leasing process to achieve better collaboration between landlords and tenants with the goal of reducing building energy consumption and operating costs.
- We have committed to **improve the energy efficiency of our commercial operating portfolio by at least 20% over 10 years** through the Department of ENERGY [Better Buildings Challenge](#). Our 2017 performance data demonstrates improved energy performance by an average of 3.4% each year since 2014, which is consistent with a cumulative improvement of 10% and is on track to meet or even exceed the goal of 20% improvement by 2024.
- At JBG SMITH **we take climate change and the risks associated with climate change seriously**, and we are **committed to aligning our investment strategy with science**. We stand with our communities, tenants, and fellow shareholders in supporting meaningful solutions that address this global challenge. To develop a more informed view of future climate conditions and further our understanding of the direct physical risks to our properties we are conducting climate risk assessment. The results of this assessment will be presented to executive leadership and we expect it to inform our investment strategy moving forward.

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**From:** Alan Rowsome <[arowsome@nvct.org](mailto:arowsome@nvct.org)>  
**Sent:** Tuesday, March 19, 2019 12:37 PM  
**To:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>; Matt de Ferranti <[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)>  
**Subject:** RE: Draft questions for Thursday

It seems to me that since Amazon won't be the room, we should be trying whenever possible to be talking about development and density overall rather than specifics of the site that only they can answer.

In other words, we'd screen out any questions that only Amazon can answer.

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**From:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**Sent:** Tuesday, March 19, 2019 12:08 PM  
**To:** Alan Rowsome <[arowsome@nvct.org](mailto:arowsome@nvct.org)>; Matt de Ferranti <[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)>  
**Subject:** RE: Draft questions for Thursday

Yes, (perhaps unfortunately) I can speak more effectively to JBGs' plans than Amazon's plans, despite everyone wanting to know more about them!

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**From:** Alan Rowsome <[arowsome@nvct.org](mailto:arowsome@nvct.org)>  
**Sent:** Tuesday, March 19, 2019 11:44 AM  
**To:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>; Matt de Ferranti <[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)>  
**Subject:** RE: Draft questions for Thursday

That's great. Are you potentially up for answering a few additional questions written on note cards from attendees which would be screened ahead of time?

Obviously you wouldn't have the luxury of time to prepare answers for those but we would pull out anything controversial or hysterical.

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**From:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**Sent:** Tuesday, March 19, 2019 11:31 AM  
**To:** Matt de Ferranti <[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)>; Alan Rowsome <[arowsome@nvct.org](mailto:arowsome@nvct.org)>  
**Subject:** RE: Draft questions for Thursday

I can answer questions 1 pretty easily, but question 2 is really for Amazon themselves to answer.

I can also address #3 as it relates to why they did that there and what we might expect here.

#4 probably can have a policy response, that I'm happy to talk to as well, regarding density shifting and height/massing questions leaving larger open space available.

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**From:** Matt de Ferranti <[mdeferranti@arlingtonva.us](mailto:mdeferranti@arlingtonva.us)>  
**Sent:** Tuesday, March 19, 2019 10:49 AM  
**To:** Alan Rowsome <[arowsome@nvct.org](mailto:arowsome@nvct.org)>; Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**Subject:** Draft questions for Thursday

**CAUTION: EXTERNAL EMAIL**

Alan and Andy,

Thanks for being willing to do a panel, post Christian on Thursday.

Do these questions work for you, Andy? Any tweaks. I am open to changes.

***What can Arlington/Northern Virginia residents expect to see from the Amazon campus in terms of open space, tree protection/tree planting, LEED building certification, and features like storm water management?***

***Can Arlington residents expect Amazon to be a visible neighbor that's investing in our communities beyond the campus they are building? Stated differently, do you expect them to invest in our environment, our parks, and our outdoor infrastructure?***

***Anyone who's been on the Amazon Seattle campus recently has likely seen their Bubbles biosphere facility that is essentially a huge multi-level greenhouse of plant species from around the world that doubles as meeting space and a destination for visitors. On the one hand, that facility is a beautiful, state of the art celebration of the world's flora, but on the other it's a 'created' environment that doesn't necessarily respect or honor the environment it's in. Can Arlington residents expect similar type structures that 'create' their own environment?***

***One of the arguments that has sometimes been made against Amazon's arrival in Arlington is that it will lead to even higher property values that could price many people out of the region. Higher property values also typically make it more difficult for a land trust like NVCT to protect private parcels of land because there just aren't enough financial incentives to make conservation a viable option for people. How can we work together to increase those incentives as property values continue to rise so that open space, protecting mature tree canopy and expanding parks remain financially viable for Arlington land owners?***

Thanks,

Matt

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