

From: Andrew Vanhorn <avanhorn@jbgsmith.com>
Sent: Monday, March 18, 2019 1:04 PM EDT
To: Matt de Ferranti <mdeferranti@arlingtonva.us>
Subject: RE: Following up and Thursday

Matt,

Agreed on the partnership – I think we all do better by working together on all the matters that impact the Arlington community. We're long term neighbors and stakeholders and look forward to being engaged in support of the Board and others in the coming years.

Regarding, Thursday, I'm happy to participate. Do have anything more specific we'd like to discuss? I can pull together talking points as needed for a variety of matters, but if you want to/plan to address anything in particular I can focus on that as well when putting my thoughts together. Perhaps it makes sense to have a call tomorrow sometime to catch up and prep for the panel?

I'm able to catch up anytime between 11-1pm tomorrow if you are open then.

Best, Andy

From: Matt de Ferranti <mdeferranti@arlingtonva.us>
Sent: Monday, March 18, 2019 12:22 PM
To: Andrew Vanhorn <avanhorn@jbgsmith.com>
Subject: Following up and Thursday

CAUTION: EXTERNAL EMAIL

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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