

**From:** Mark Schwartz  
**Sent:** Friday, December 14, 2018 9:19 AM EST  
**To:** Andrew Vanhorn <avanhorn@jbgsmith.com>  
**Subject:** RE: Rosslyn Roads

Shannon will get into this, but Amazon has not agreed nor do we want them to come into a higher tax district – we should wait until they are “here” to discuss it with them. They may love it or hate it, but it changes the tax rate in the landing spot and I think it is frankly insane to do that while we don’t have an agreement with them...it changes the facts that they faced in making the decision. Why do that to them? 😊 Adding this to February hearing is going to cloud the issue. I am worried that others will use it as a way to complain and it is hard enough as it is. Good luck convincing me otherwise. BTW, I think expansion now makes a lot more sense, just need to get all the stakeholders at the table....when they are ready.

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**From:** Andrew Vanhorn [mailto:avanhorn@jbgsmith.com]  
**Sent:** Friday, December 14, 2018 9:16 AM  
**To:** Mark Schwartz <Mschwartz@arlingtonva.us>  
**Subject:** Re: Rosslyn Roads

Or, alternatively could we still hit July date waiting for Feb hearing?

Andrew VanHorn  
Work 240.333.3815  
Cell 202.257.1014

On Dec 14, 2018, at 9:12 AM, Mark Schwartz <Mschwartz@arlingtonva.us> wrote:

CC bid may be a good idea. It needs to wait until we have the performance agreement done.

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**From:** Andrew Vanhorn [mailto:avanhorn@jbgsmith.com]  
**Sent:** Friday, December 14, 2018 9:03 AM  
**To:** Mark Schwartz <Mschwartz@arlingtonva.us>  
**Subject:** Re: Rosslyn Roads

Looks like 11 works. See you next week.

Talking to Shannon at noon today on cc bid expansion and Rosslyn bid matters.

Andrew VanHorn  
Work 240.333.3815  
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On Dec 13, 2018, at 6:03 PM, Mark Schwartz <Mschwartz@arlingtonva.us> wrote:

I am confident we will find the time “one way or another” 😊

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**From:** Andrew Vanhorn [mailto:avanhorn@jbgsmith.com]  
**Sent:** Thursday, December 13, 2018 5:59 PM  
**To:** Mark Schwartz <Mschwartz@arlingtonva.us>  
**Subject:** Re: Rosslyn Roads

Everyone wants two-way, but we mostly want to have a open fact based discussion rather than feeling pushed away on the issue. Can we hold the 11 slot until I confirm with Tim? Thx for the quick note.

Andrew VanHorn  
Work 240.333.3815  
Cell 202.257.1014

On Dec 13, 2018, at 5:55 PM, Mark Schwartz <Mschwartz@arlingtonva.us> wrote:

8:30 to 9:00 or 11:00 to 11:30 a.m. are both OK....they are tightly constrained on both sides by other meetings, so if that works, let me know. Are you and Tim in the same place on wanting the street to be one way or two way or no way?

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**From:** Andrew Vanhorn [<mailto:avanhorn@jbgsmith.com>]  
**Sent:** Thursday, December 13, 2018 3:38 PM  
**To:** Mark Schwartz <[Mschwartz@arlingtonva.us](mailto:Mschwartz@arlingtonva.us)>  
**Subject:** Rosslyn Roads

Mark,

Do you have any time in the morning of 12/20 for a 30 minute discussion with Tim Helmig and I to discuss the Rosslyn road network?

We had a BID EC call this morning and Tim and I were nominated...

Thanks, Andy

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