

**From:** David Ritchey <dritchey@jbgsmith.com>  
**Sent:** Saturday, December 01, 2018 12:34 PM EST  
**To:** Victor Hoskins <vhoskins@arlingtonva.us>  
**CC:** Matt Kelly <mkelly@jbgsmith.com>; Kai Reynolds <kreynolds@jbgsmith.com>; Evan Regan-Levine <eregan-levine@jbgsmith.com>  
**Subject:** RE: Tech Roadshow

Thank you, Victor and this sounds like a great plan. Evan and Kai (copied) should be included in the invite but agree that working around Matt's schedule and your other meeting is best. Thanks so much and look forward to it.

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**From:** Victor Hoskins <Vhoskins@arlingtonva.us>  
**Sent:** Saturday, December 01, 2018 12:12 PM  
**To:** David Ritchey <dritchey@jbgsmith.com>  
**Cc:** Matt Kelly <mkelly@jbgsmith.com>  
**Subject:** Re: Tech Roadshow

Good to hear from you. We have been meeting with the Amazon Team. Each day the span of contacts grows and we have started hammering out the details of our Performance Agreement and simultaneously engaging with the Community. We are working through the Civic Associations, elected officials and commissions.

Related to your request, I spoke to Stephen about the "road show" idea and he is all for it. However, he said he may have a minor challenge, because he represents the whole State. Stephen may have to approach this from a regional perspective. But we both feel we can figure out how to make it work.

We already have some dates and times when Matt is available. I received these from Andy and Jay related to the CC2DCA meeting being scheduled.

If it is alright with you, I will have Maria, my Executive Assistant, use those dates and times to coordinate a convenient time for Matt, Stephen, you and me to meet before the Christmas Holidays. Is there anyone else you would like at the meeting ?

Have a nice weekend.

Victor

Sent from my iPhone

On Dec 1, 2018, at 7:57 AM, David Ritchey <[dritchey@jbgsmith.com](mailto:dritchey@jbgsmith.com)> wrote:

Victor,

Hope this message finds you well. Trust things are busy for you as we all seek to advance and implement all things National Landing!

Following up on our discussion from a couple weeks ago about a "road show" to meet with other major tech companies nationally to present the National Landing opportunity in a unified manner.

As discussed, we would welcome the opportunity to set up a small kick-off meeting/discussion on the topic with you and Stephen and prepare to make this happen the second half of Q1.

Dave

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