

**From:** Fava, Andrea <afava@amazon.com>  
**Sent:** Wednesday, February 20, 2019 2:35 PM EST  
**To:** Christina Winn <cwinn@arlingtonva.us>; Andrew Vanhorn <avanhorn@jbgsmith.com>  
**Subject:** RE: Meetings in Arlington

[Additions / edits in your email below.](#)

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**From:** Christina Winn [mailto:Cwinn@arlingtonva.us]  
**Sent:** Wednesday, February 20, 2019 1:55 PM  
**To:** Andrew Vanhorn <avanhorn@jbgsmith.com>  
**Cc:** Fava, Andrea <afava@amazon.com>  
**Subject:** RE: Meetings in Arlington

Thank you!

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**From:** Andrew Vanhorn [mailto:avanhorn@jbgsmith.com]  
**Sent:** Wednesday, February 20, 2019 1:23 PM  
**To:** Christina Winn <Cwinn@arlingtonva.us>  
**Cc:** Fava, Andrea <afava@amazon.com>  
**Subject:** Re: Meetings in Arlington

Other JBGS Meetings:

- JBG SMITH presented the Washington Housing Initiative and a roadmap to housing production tied to MWCOG forecasts of need in an Amazon scenario at the 2018 VAGHC Conference in November 2018.
- JBG SMITH co-hosted an event with NextGen Venture Partners in December 2018 to engage with the venture capital community. Amazon participated.
- JBG SMITH co-hosted an event with Greater Washington Partnership in December 2018 to engage with regional business leaders and discuss Amazon, talent, workforce, and the development of National Landing. Amazon participated.
- JBG SMITH hosted a meeting with Peter Abraham from the Washington Business Journal to discuss the development of National Landing and Amazon's role as a catalyst in December of 2018.
- JBG SMITH hosted six presentations in National Landing covering Amazon and the development of National Landing for 250 local real estate leasing and investment sales professionals during December of 2018.
- JBG SMITH and Amazon met jointly with the Northern Virginia Chamber of Commerce to discuss workforce, talent, and the investment in National Landing in January of 2019 (covered on the list already circulated, but doesn't note JBGS participation).
- JBG SMITH and Amazon met jointly with executive leaders of companies in National Landing to talk about the investment in and development of their community as well as workforce and talent in February of 2019.
- Matt Kelly presented to, and engaged in discussion at the Northern Virginia Transportation Commission and Potomac and Rappahannock Transportation Commission's annual legislative briefing in December 2018.

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On Feb 20, 2019, at 12:13 PM, Christina Winn <Cwinn@arlingtonva.us> wrote:

**CAUTION: EXTERNAL EMAIL**

Andy & Andrea – I have been asked to compile a list of community engagement thus far. Below is the information I was going to send forward. Andrea I remember you said you also met with NVCC? Do you have details about that? I think I have captured all the wonderful progress that has been made in a very short time frame – did I miss any stakeholders?

Thanks!

Christina

Many have asked about Amazon's community engagement progress. Since the November announcement, Amazon has been actively engaging the community across Virginia, DMV Region, and Arlington. Below is a list of some the stakeholders that I am aware of have met with Amazon (and JBG) thus far.

- After the announcement, there was a very small team based in Arlington & Virginia – as time progresses Amazon continues to have SME's from their other locations available to engage with stakeholders on different topics. This is just the beginning of what their long term plan to engage with the community in an ongoing basis.
- The Amazon team is focused on listening and learning to help identify opportunities where they can grow their participation in Arlington and the region.

- Initially in Nov, Dec, and Jan, their small team was divided between meeting with Virginia General Assembly and Arlington County representatives. From the Arlington side, They participated in Amazon 101 meetings with each of the Arlington/Alexandria State Senators and Delegates.
- Amazon, along with staff from Alexandria and Arlington, met with Chief of Staffs for all Virginia U.S. Senators & Representatives.
- Several staff and execs have met multiple times with Arlington County Board members and county manager leadership, as well City of Alexandria Mayor and members of the Council.
- Chambers of Commerce:
  - Amazon has met with the Virginia Chamber, NOVA, NVTC, and Arlington Chamber Boards and has participated in several panels and speaking engagements organized by the Chambers. Amazon also participates in Arlington Chamber committee meetings and events.
  - We discussed our new headquarters and heard from regional business leaders at an event convened by the Greater Washington Partnership and hosted by JGBS.
- Workforce & Education:
  - The head of community engagement, Alice Shobe, met Dr. Murphy at Arlington Public Schools and toured Arlington Tech. Amazon has reached out to all the members of the Arlington County School Board and are looking forward to meetings with them in the coming week months.
  - In December, Amazon and Northern Virginia Community College (NOVA) held a graduation ceremony for its first cohort of Amazon Veteran Technical Apprentices. (The apprenticeship program offers veterans intensive classroom training at NOVA and on-the-job, paid apprenticeships with Amazon over several months.)
  - AED had met with Ardine Williams, Vice-President Worldwide Operations HR, and it was terrific to hear about Amazon's existing education and workforce partnerships in the region and how they are continuing to engage with these partners on future opportunities. We also introduced them and they met with Alexandria/Arlington Regional Workforce Council and the Arlington Employment Center. Ardine has many existing relationships and partnerships with the areas universities and she will continue to engage them on workforce, internships, and education opportunities.
- Non-Profits:
  - Amazon has met with several non-profit organizations in Arlington. For example, Alice Shobe met with more than 55 non-profit organizations at a meeting hosted at WETA-TV and convened by the Arlington Chamber. Each representative spoke about their work and the opportunities they see for making a difference in Arlington.
  - They are also participating in a discussion hosted by the Arlington Community Foundation on shared prosperity.
  - Amazon recently met with organizations they have invested in, like Rosie Riveters and STEM for her, to learn about their plans and how they can collaborate further. We also met with the YMCA and learned about their work in Arlington.
  - Amazon participated in a panel discussion at a Leadership Arlington event held in Richmond.
- Neighborhood:
  - Amazon met with the board of the Crystal City Business Improvement District (BID). The BID also convened a meeting of their members and other future neighbors where our Vice-President of Global Real Estate, John Schoettler, discussed our plans for Amazon's Arlington HQ and answered questions.
  - Amazon has met scheduled introductory meetings with the Presidents of several civic associations, including the Crystal City Civic Association, Arlington Ridge Civic Association, and Aurora Highlands Civic Association.
- Volunteer/Sponsorships:
  - Amazon team members are excited about getting involved in the community. They will be participating in a volunteer activity hosted by the Urban Alliance on March 1.
  - They participated in Volunteer Arlington's MLK Day of Service and will be participating in the postponed Barcroft Park clean-up with EcoArlington.
  - Amazon is a sponsor the Crystal City Crosshairs Garage Races.

In addition to all of this (remember its only February), JBG has also engaged various stakeholders:

- Building Trades – Amazon & JBG had initial meetings with the groups below to discuss labor options for the HQ project. They are continuing to learn more and follow up is pending:
  - Stephen Courtien – Baltimore DC Building Trades
  - Ginny Diamond – Nova Labor
  - Justin Meighan – Maliuna
- Also Andy VanHorn with JBG has met or is scheduled to meet with the following people/groups to discuss development plans in 22202:
  - Christer Ahl, Arthur Fox and Carol Fuller as well as AHCA
  - Meetings have been scheduled with ARCA, CCCA, CCCRC later this month or early next month.

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