

**From:** Victor Hoskins  
**Sent:** Tuesday, January 29, 2019 4:46 PM EST  
**To:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**CC:** Todd H. Friedlander <[TFriedlander@acgarchitects.com](mailto:TFriedlander@acgarchitects.com)>  
**Subject:** Re: ULI NEXT

This is a lot of fantastic content. However, I suggest you pull the best 5 to 7 slides so we can have time for discussion. I will limit my deck to 5 to 7 slides also. That would be 14 total slides max which should be only 10 minutes of presentation time from each of us. Then we can use most of the time for Q & A.

Does that work for you Andy and Todd ?

Victor

Sent from my iPhone

On Jan 29, 2019, at 2:46 PM, Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)> wrote:

Todd and Victor,

Here is my proposed presentation which walks through the Amazon HQ details, the associated infrastructure and investments by Arl/Alex/VA, the other investment opportunities by JBGS and a snapshot on the potential impact for the office market.

I think we can weave in a discussion of the questions below very easily.

Best, Andy

---

**From:** Todd H. Friedlander <[TFriedlander@acgarchitects.com](mailto:TFriedlander@acgarchitects.com)>  
**Sent:** Tuesday, January 29, 2019 10:44 AM  
**To:** Victor Hoskins <[Vhoskins@arlingtonva.us](mailto:Vhoskins@arlingtonva.us)>; Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**Cc:** Matt Bruchey <[mbruchey@HOAR.com](mailto:mbruchey@HOAR.com)>; Maria Leonzo <[Mleonz@arlingtonva.us](mailto:Mleonz@arlingtonva.us)>  
**Subject:** ULI NEXT

**CAUTION: EXTERNAL EMAIL**

Victor/Andrew

Thanks again for joining the call this morning

Below are some questions that we came up with that may be asked during the meeting or may help you in your preparation (or maybe not since I don't think we will run out of things to talk about).

1. What was the level of involvement between the different parties during the process? (Economic developers, property developers)
2. What have you learned from previous experiences that you think helped in putting together a winning bid?
3. What was your reaction to the bid being split into two cities? What impact do you foresee it would have vs. the "full award" for the future (if any)?
4. How do you feel winning will affect the region as a whole?
5. What do you think were a few elements that put our region on top?

See you Friday

Todd

**Todd Friedlander**  
AIA, NCARB, LEED AP BD+C  
Principal  
Direct: 703.749.4527  
[tfriedlander@acgarchitects.com](mailto:tfriedlander@acgarchitects.com)  
[www.acgarchitects.com](http://www.acgarchitects.com)



**anderson cooper group** architects  
A Professional Corporation

1430 Spring Hill Road, Suite 104  
McLean, Virginia 22102  
T: 703.749.4545

Confidentiality Notice: This message and its attachments are intended solely for the use of the intended recipient(s) and may contain information that is confidential, proprietary, privileged or otherwise exempt from disclosure under applicable law or doctrine. If you are not the intended recipient, please be aware that any disclosure, copying, distribution, reliance upon or use of the contents of this message is prohibited. If you are not the intended recipient, please notify the sender, and delete and destroy all copies of this message and its attachments. No confidentiality or privilege is waived or lost by transmission errors.

<JBGS NL 2.1.19 Presentation.pdf>