

**From:** Andrew Vanhorn <[avanhorn@jbgsmith.com](mailto:avanhorn@jbgsmith.com)>  
**Sent:** Tuesday, January 29, 2019 5:00 PM EST  
**To:** Victor Hoskins <[vhoskins@arlingtonva.us](mailto:vhoskins@arlingtonva.us)>  
**CC:** Todd H. Friedlander <[TFriedlander@acgarchitects.com](mailto:TFriedlander@acgarchitects.com)>  
**Subject:** Re: ULI NEXT  
**Attachment(s):** "image001.jpg", "image002.jpg"

Works for me. I can easily narrow this down.

Andrew VanHorn  
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On Jan 29, 2019, at 4:47 PM, Victor Hoskins <[Vhoskins@arlingtonva.us](mailto:Vhoskins@arlingtonva.us)> wrote:

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

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**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**  
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<JBGS NL 2.1.19 Presentation.pdf>