

From: Andrew Vanhorn <avanhorn@jbgsmith.com>
Sent: Tuesday, January 29, 2019 2:45 PM EST
To: Todd H. Friedlander <TFriedlander@acgarchitects.com>; Victor Hoskins <vhoskins@arlingtonva.us>
Subject: RE: ULI NEXT
Attachment(s): "JBGS NL 2.1.19 Presentation.pdf"

Todd and Victor,

Here is my proposed presentation which walks through the Amazon HQ details, the associated infrastructure and investments by Ari/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>
Sent: Tuesday, January 29, 2019 10:44 AM
To: Victor Hoskins <Vhoskins@arlingtonva.us>; Andrew Vanhorn <avanhorn@jbgsmith.com>
Cc: Matt Bruchey <mbruchey@HOAR.com>; Maria Leonzo <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

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