



March 2, 2018

Jeffrey P. Bezos
Chief Executive Officer
Amazon
410 Terry Avenue North
Seattle, Washington 98109

Dear Mr. Bezos:

We believe there is one clear choice for the long-term growth and success of Amazon's HQ2 – the Greater Washington region featuring sites in Maryland, Virginia, and Washington, DC.

We are delighted that Amazon has shortlisted sites in each of our jurisdictions for its new headquarters, and we believe our jurisdictions' collective strengths in critical areas, such as workforce talent, innovative high-tech research, and transportation, among others, will provide your company with an ideal combination of attributes for continued growth and success.

Our region has always been an international magnet for those seeking to solve the world's most complex problems, and as a result, our talent pool is deep, socioeconomically diverse, and more highly educated than any other U.S. metropolitan area. Our region is anchored by more than one hundred outstanding colleges and universities preparing the next generation of exceptional talent.

Together, our three jurisdictions are home to a wide network of businesses and global thinkers in the technology sector, building on world-leading scientific and academic research, with 115 federal labs and federally-funded research institutions. Our region provides proximity to the talent, resources, and partnership opportunities of the federal government, a unique environment for Amazon's future workforce to develop new products and markets in the U.S. and around the world.

We have the most companies focused on growth entrepreneurship and the highest density of high-growth technology companies in the nation. We also have an established and growing transit infrastructure that connects our region, including one of the most widely-used commuter systems in the country, in addition to three major international airports and other multi-modal transportation hubs that can connect to half the U.S. population and the entire East Coast.

It is not a coincidence that we share many of the attributes that your company values. The reality is that Maryland, Virginia, and Washington, DC, are much more than just neighbors. We are partners, dedicated to shaping a better future for our Greater Washington region.

In many ways, our jurisdictions have embraced a shared vision for the future. Our state and local governments work collaboratively to strengthen our region's emergency preparedness, clean our air and waterways, and build and maintain our transportation system. Our residents live, work, and play across the region. As our metropolitan region prepares to add more than a million people and jobs over the next two decades, which we hope will include Amazon and your future growth, we are focused on several priorities—forging an agreement on new capital funding for Metro paired with governance reforms to ensure safe, efficient, and reliable service; increasing the region's housing stock at all price points; and expanding our talent pool through enhanced cooperation among our colleges and universities in partnership with employers large and small.

We recognize that if one of our jurisdictions earns the honor of being selected for HQ2, we all win. And Amazon will win, too, by harnessing the combined strengths of Greater Washington and all that our three jurisdictions offer, helping further transform our dynamic region.

Respectfully,



Larry Hogan
Governor
State of Maryland



Ralph S. Northam
Governor
Commonwealth of Virginia



Muriel Bowser
Mayor
Washington, D.C.