

October 11, 2017

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

Dear Mr. Bezos:

We are thrilled to share with you the many reasons why Greater Washington is the best region in North America for anchoring Amazon's new headquarters. As elected local government leaders, we know that our diverse, dynamic, and growing region provides Amazon with the ideal combination of talent, location, technological capabilities, connectivity, and vibrancy, coupled with an extraordinary quality of life.

As a resident of Greater Washington, you have already hit the ground running through your business and other relationships. **By locating in our thriving region, we see Amazon's potential as unlimited.**

Greater Washington's strengths start with our people—our talent. Our workforce outperforms every other metropolitan area in educational attainment. Our outstanding colleges and universities, numerous technical college and specialty schools are preparing the next generation of exceptionally diverse talent, performing cutting-edge research, and fostering connections across the globe thereby providing the best and brightest future workforce for Amazon. And as our economy continues to evolve and diversify, our deep talent pool is expanding. Our concentration of entrepreneurs and high-growth companies, such as information technology services, software, and business products and services, leads the nation.

In addition to offering an unparalleled, strategic headquarters location on the East Coast—near other major metropolitan areas—with capacity for growth, Greater Washington provides Amazon with convenient access to key business players, including regulators and customers within the federal government. Our location is further strengthened by being a global center with three airports with international flights as well as foreign embassies and consulates.

Greater Washington's governments and businesses are leaders in sustainability, such as green building construction and renewable energy use. Our region boasts a robust technology infrastructure powered through reliable, affordable energy options. Our parks and natural resources are recognized and protected as vital assets, and we pride ourselves on the remarkable progress we've made to clean our air and waterways.

Our urban and suburban communities are a network of vibrant, culturally-rich, and interconnected hubs—magnets for professionals and business alike. We have one of the nation's most widely-used bus and rail systems, three major airports, an expansive system of highways, and our region is known for its exceptional walkability and bikeability. In addition, our excellent school systems, museums, performing arts centers, restaurants and nightlife all contribute to a high quality of life for our residents.

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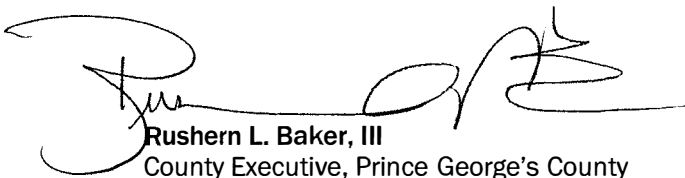
Greater Washington's identity has been shaped in large part by an openness and ability to incorporate new people and ideas. We are energized and excited by the prospect of Amazon making its second home here and are certain that Amazon and Greater Washington will be outstanding partners. Our region's combination of unique strengths guarantees long-term success for Amazon. And through synergies resulting from Amazon's presence in Greater Washington, we will transform our region in ways that will capture the imagination of the entire country and the world.



Muriel Bowser
Mayor, District of Columbia



Sharon Bulova
Chairman, Fairfax County Board of Supervisors



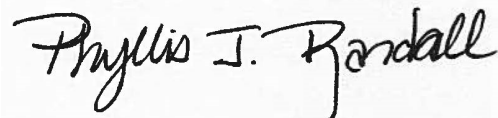
Rushern L. Baker, III
County Executive, Prince George's County



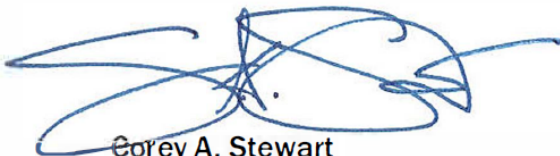
Isiah Leggett
County Executive, Montgomery County



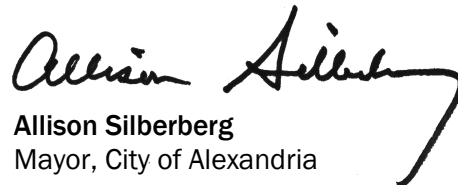
Jay Fissette
Chair, Arlington County Board



Phyllis J. Randall
Chair, Loudoun County Board of Supervisors



Corey A. Stewart
Chairman, Prince William Board of County Supervisors



Allison Silberberg
Mayor, City of Alexandria