



June 8, 2018

Arlington County Board
2100 Clarendon Boulevard
Suite 300
Arlington, Virginia 22201

Dear Chairman Cristol:

As Arlington County moves forward in the process of recruiting Amazon's second headquarters, I write to you on behalf of the Arlington Chamber of Commerce, which represents more than 750 local businesses, to express our utmost support of all efforts to bring Amazon HQ2 to Arlington.

Adding a global brand like Amazon to Arlington's corporate roster would be a monumental win for our area, helping to continue to diversify our economy, and helping to maintain the significant commercial sector in our tax base. And in turn, our location sets Amazon up for maximum success. While Amazon carefully considers each of the final locations, we are confident that the County will be able to prove to Amazon what all of us know: Arlington is the best home for the online retail giant to continue to grow and lead on the international stage.

More and more large companies – a most recent example being Nestlé – have acknowledged Arlington as the premier place to relocate, due to the unparalleled opportunities our area offers. Arlington has all of the critical factors needed for success and expansion, including the ability to provide key access, transportation, technology, one of the most highly-educated talent pools in the country, and close proximity to the nation's capital.

We understand the amount of growth that comes with a large corporation like Amazon settling in Arlington comes with challenges. However, we know these are challenges that Arlington has the infrastructure to successfully overcome. We are thrilled at the idea of bringing a company like Amazon to our area, whose innovative practices and strong global presence exemplify what we our area seeks to add to our business community.

We thank the County for its work to attract exceptional businesses like Amazon to our area, and we stand ready to assist however possible.

Sincerely,

A handwritten signature in black ink that reads "Kate Bates". The signature is written in a cursive, flowing style.

Kate Bates
President & CEO

CC: Arlington County Board members Christian Dorsey, Libby Garvey, John Vihstadt, Erik Gutshall, and County Manager Mark Schwartz