



January 7, 2019

The Honorable Ralph S. Northam
Governor
Commonwealth of Virginia
P.O. Box 1475
Richmond, VA 23218

The Honorable M. Kirkland Cox
Speaker of the House
Virginia House of Delegates
Room E605, Pocahontas Building
900 E. Main St,
Richmond, Virginia 23219

The Honorable Thomas K. Norment, Jr.
Majority Leader
Senate of Virginia
Room E603, Pocahontas Building
900 E. Main St,
Richmond, Virginia 23219

Dear Governor Northam, Speaker Cox, and Leader Norment:

As organizations representing Virginia’s business community, we seek opportunities to promote economic growth in the Commonwealth of Virginia. Virginia benefits greatly from the Commonwealth’s commitment to providing an economic backbone for all businesses through investment in statewide assets, including education, workforce development, and transportation infrastructure. This coalition came together a year ago to support dedicated funding for Metro, and we thank the General Assembly and Governor Northam for adopting such a package last year.

We join together again at a particularly exciting time for the Commonwealth of Virginia, with the announcement of Amazon’s plans to develop a headquarters in National Landing. We extend our congratulations to everyone who worked on the construction of this deal, especially the Virginia Economic Development Partnership and the local economic development offices.

The Coalition of Northern Virginia Chambers and business associations from across the Commonwealth encourage the General Assembly to support the Commonwealth’s proposal for Amazon’s new headquarters, as we believe that it will have positive benefits for all Virginia businesses and communities:

1. The tech talent investments will deliver a talent pipeline to support technology innovation and businesses beyond Amazon. The technology degree programs and research at George Mason University in Arlington and Virginia Tech in Alexandria will enhance our workforce, and cement the Commonwealth of Virginia as an innovation hub.
2. The commitment of up to \$195 million in transportation infrastructure investments, including second entrances at the Crystal City and Potomac Yards Metro stations, Route 1 improvements, and a pedestrian connection to Ronald Reagan National Airport, supports connectivity for the entire region. These



investments will facilitate travel through a critical gateway across the Potomac River and bring people and commerce from around the nation to the Commonwealth of Virginia.

- 3. The post-performance incentives to Amazon tie directly to the creation of new jobs in Virginia. The cost of the incentives will be a fraction of the public benefit from these employees' tax payments and economic activity. We anticipate that Amazon's employees will live throughout the region, spreading the economic benefits across multiple localities. These high-wage, high-skill jobs will enhance the competitiveness of our business environment, and will help Virginia maintain the talent that our K-12 schools, colleges, and universities develop.

We appreciate the positive impact welcoming Amazon to Virginia will have for the entire Commonwealth, and thank you for your support of this important economic package.

Sincerely,

Joe Haggerty
President and CEO
Alexandria Chamber of Commerce

Kate Bates
President and CEO
Arlington Chamber of Commerce

Jennifer B. Rose
Executive Director
Central Fairfax Chamber of Commerce

John P. Boylan
President and CEO
Dulles Regional Chamber of Commerce

Sally D. Cole
Executive Director
Falls Church Chamber of Commerce

Mark S. Ingraio
President and CEO
Greater Reston Chamber of Commerce

Kimberly Clarke
President and CEO
Greater Springfield Chamber of Commerce

Tony Howard
President and CEO
Loudoun County Chamber of Commerce



Holly Dougherty
Executive Director
Mount Vernon Lee Chamber of
Commerce

Julie Coons
President and CEO
Northern Virginia Chamber of
Commerce

Susana Marino
President
Northern Virginia Hispanic Chamber
of Commerce

Debbie Jones
President and CEO
Prince William Chamber of
Commerce

My Lan Tran
Executive Director
Virginia Asian Chamber of Commerce

Barry E. Duval
President and CEO
Virginia Chamber of Commerce

cc: The Honorable Richard L. Saslaw, Minority Leader, Senate of Virginia
The Honorable Ryan McDougle, Majority Caucus Chair, Senate of Virginia
The Honorable Mamie Locke, Minority Caucus Chair, Senate of Virginia
The Honorable Todd Gilbert, Majority Leader, Virginia House of Delegates
The Honorable Eileen Filler-Corn, Minority Leader, Virginia House of Delegates
The Honorable Tim Hugo, Majority Caucus Chair, Virginia House of Delegates
The Honorable Charniele Herring, Minority Caucus Chair, Virginia House of Delegates
The Honorable Emmett Hanger, Co-Chair, Senate Finance Committee
The Honorable S. Chris Jones, Chair, House Appropriations Committee