

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



















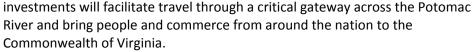








IRGINI CHAMBER



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,

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Joe Haggerty President and CEO Alexandria Chamber of Commerce

Junif B. Rose

Jennifer B. Rose Executive Director Central Fairfax Chamber of Commerce

Sally D. Cole Executive Director Falls Church Chamber of Commerce

Kimberly Clarke

Kimberly Clarke President and CEO Greater Springfield Chamber of Commerce

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Kate Bates President and CEO Arlington Chamber of Commerce

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

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

Tony Howard President and CEO Loudoun County Chamber of Commerce



























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Holly Dougherty Executive Director Mount Vernon Lee Chamber of Commerce

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Susana Marino President Northern Virginia Hispanic Chamber of Commerce

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My Lan Tran Executive Director Virginia Asian Chamber of Commerce

Julie Coons President and CEO Northern Virginia Chamber of Commerce

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Debbie Jones President and CEO Prince William Chamber of Commerce

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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