



ARLINGTON COUNTY, VIRGINIA  
ECONOMIC DEVELOPMENT COMMISSION  
1100 NORTH GLEBE ROAD, #1500  
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March 12, 2019

The Honorable Christian Dorsey, Chair  
Arlington County Board  
2100 Clarendon Boulevard, Suite 300  
Arlington, Virginia 22201

RE: EDC Support for the Amazon Economic Development Incentive Grant

Dear Chair Dorsey,

On behalf of the Economic Development Commission (EDC), this letter is to express the EDC's support for the proposed Arlington County Economic Development Incentive Grant Agreement with Amazon for their new facilities in Arlington.

The proposed incentive package was presented to the EDC in February and after discussion by our members, the EDC unanimously recommends approval of the Agreement to the County Board and strongly encourages continuation of the County's efforts to engage and welcome Amazon as a valued member of our community.

As we all know, Arlington has been diligent and focused on recovering from the staggering loss of federal jobs through BRAC and additional departures over the last 15 years, which have resulted in the historically high and stubborn double-digit office vacancy rates we have today. Amazon's decision to locate 25,000 or more jobs in our County over the next 12 plus years is by far the biggest and most important success of the County's efforts to grow and diversify our employment base by adding new, high paying, tech and support jobs to our community.

The EDC fully supports the structure of the performance-based requirements in the Incentive Grant and notes that in order for Amazon to earn the Grant payments, the County will receive a 14 to 1 return in new revenues generated from Amazon's presence in the County. Those revenues, which will be raised primarily from new real estate taxes generated from the new space and buildings to be constructed and occupied by Amazon, will provide much needed general fund revenues that will be used to support Arlington's schools, parks, transportation and all other services and amenities that residents, visitors, employees and businesses currently enjoy, and will continue to do so.

The EDC's strategy "*Framework for Prosperity 2.0*" is focused on four goals: to create a robust business infrastructure, support a sustainable economy, encourage the

development of an innovative workforce and create distinctive places to best position Arlington to meet and thrive in the innovation and global economy of the future.

The EDC believes that the arrival of Amazon in Arlington's business community will contribute to our efforts to meet these four goals, benefit Arlington's economic base and contribute to our community's stability, growth and values.

For these reasons, I am pleased to present the EDC's full support of the proposed Arlington County Economic Development Incentive Grant Agreement with Amazon and our recommendation to the County Board for its approval.

Respectfully submitted,



Frank J. Poli  
Chair, Economic Development Commission

cc: Arlington County Board Members  
M. Schwartz  
V. Hoskins