
CONFIDENTIAL – DRAFT FOR REVIEW -- 10/18/2017 6:10:03 PM
Q&A REGARDING AMAZON HQ2 PROJECT
NOT FOR DISTRIBUTION

1. Will you be sharing the proposal publically?

The proposal is a confidential document. We are under an NDA and so therefore cannot share it. We will allow Amazon to review it based on its schedule.

2. How many sites are represented in the proposal?

Over a dozen sites are included in our proposal, representing a mix of urban, suburban and exurban locations. We think that variety of options is one strength of our proposal, and is also reflective of the presence Amazon already has here.

3. Did you end up excluding any communities that wanted to put forward a proposal?

No. All the submitting communities were able to meet the base specifications Amazon put forward.

4. Did you provide any ranking of the different sites and proposals put forward?

Our response to the Amazon RFP made sure to give visibility to all the options. It's more important that Amazon's site selectors evaluate and rank them.

5. What sort of economic incentives do the various site proposals contain?

Amazon advised us that detailed economic incentives were not required at this stage of their site selection process. So we emphasized instead the range of incentives that could be available and how those could be obtained. In most cases, the relevant incentives would require enabling legislation, which would serve to make what is offered transparent.

6. There appeared to be some concern earlier that the community was not really behind this proposal. Did that change?

The proposal we submitted to Amazon includes compelling testimonials from the business community, our educational institutions, and business organizations.

7. Can you name some individuals who contributed testimonials?

We are keeping this, and all details of our response confidential.