

## RE: for update

From: "Jones, Allison (DEED)" </o=exchangelabs/ou=exchange administrative group (fydibohf23spdlt)/cn=recipients/cn=54936484d2854a49aa580f99aeec5309-allison jon">  
To: "Kate Perushek (GOV) (Kate.Perushek@[REDACTED])" <kate.perushek@[REDACTED]>  
Date: Mon, 25 Sep 2017 15:24:08 -0500

Here is the second decision item. Let us know when you hear back tomorrow because this will require coordination with GreaterMSP. Thanks, Kate!

**Guidance re: Local Non-Disclosure Agreements (NDA):** GreaterMSP would like all 18 communities to sign NDAs in an attempt to limit local leaders from talking publicly about their submissions. Commissioner Hardy and Deputy Commissioner Kevin McKinnon would like to make the site selection process as transparent as possible, while also not giving Minnesota's competitors too much information about our application. Given this, DEED does not recommend GreaterMSP's approach, as it will be difficult to prevent a mayor or city council member from speaking publicly and neither GreaterMSP nor DEED have any way of policing local comments, especially if not all communities sign. Local communities may also resent GreaterMSP and the state from preventing them from speaking publicly. Instead GreaterMSP and DEED can talk to communities about the benefit of limiting their public comments and giving the state the opportunity to develop a cohesive application to represent the region. **Governor: Are you okay with DEED's recommended approach re: NDAs for local communities?**

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From: Jones, Allison (DEED)  
Sent: Monday, September 25, 2017 3:02 PM  
To: Perushek, Kate (GOV) <kate.perushek@[REDACTED]>  
Subject: RE: for update

Thanks! A few tweaks below. Will send you language for the second decision soon.

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**From:** Perushek, Kate (GOV)  
**Sent:** Monday, September 25, 2017 2:23 PM  
**To:** Jones, Allison (DEED) <allison.jones@>  
**Subject:** for update

This is what I typed up, but since you are adding the confidentiality part I figured I'd see if you have any edits to this part too. ☺ I think I'll hold on including the decision on the letters until we have more information.

## GOVERNOR DECISIONS

### Amazon Site Selection

Greater MSP received applications from 18 cities for 24 potential sites for the second Amazon headquarters. DEED and Greater MSP are in the process of reviewing the proposals to see how they match up with Amazon's requirements. DEED plans to meet with all of the applicants on Wednesday to discuss the review process and potentially plans to meet with the applicants on Friday to review the potential sites. DEED has a matrix for scoring based on Amazon's criteria which they adapted from a site selection consultant. The model will produce the most compatible sites.

While Amazon allows applications to include ranked tiers of potential eligible sites, DEED thinks there is an advantage to limiting our application to the most viable sites. They want to make sure our application puts us in the best possible position to compete with other regions. Certain exurban sites, for example, won't ever have the transportation infrastructure in place to support 50,000 employees. Further, Amazon has provided guidance that they prefer short applications and would like states to limit their submissions to six pages.

DEED would like your recommendation on this before their meeting Wednesday so they can let cities know that they will be following a process and only those sites that best match Amazon's requirements will be considered for Minnesota's final application. This may upset communities with potential sites that don't compete well. Commissioner Hardy is happy to brief you on the sites once they have narrowed the list so you can discuss in detail which should be included in the final application. **Governor, do you support DEED narrowing the list of potential sites for Amazon's second headquarters to only those that are most viable?**

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