



OFFICE OF THE CITY COUNCIL

October 17, 2017

Mr. Jeff Bezos  
Founder and CEO  
Amazon.com  
410 Terry Avenue  
North Seattle, WA 98109-5210

RE: Amazon HQ2 - Welcome Home to Chula Vista

Dear Jeff:

It is with great pride and pleasure that we write to you in support of the San Diego Regional Economic Development Corporation's proposal to establish a second headquarters operation for Amazon in San Diego County. On behalf of the City of Chula Vista, we wish to express our enthusiasm and commitment to work creatively with your team to support the development of Amazon's HQ2 in Chula Vista. Chula Vista is San Diego County's second largest city at the epicenter of a thriving binational community with world-class technical and scientific talent that continues to create life-changing knowledge and products with global impacts.

Chula Vista enjoys a long history of public private partnerships, dating back to the early 1940s, in a partnership with Rohr Aircraft (Rohr). In the 1940s, the City and Rohr created a regulatory environment that allowed Rohr to expand and provided the planning to enable new housing opportunities for Rohr's employees. Today, we find ourselves in a similar position to support Amazon and your need to expand your corporate footprint while also finding a place for employees to live, work and play.

Recently, the City of Chula Vista in 2016 entered into a partnership with the United States Olympic Committee (USOC) that transferred ownership of a 155-acre Olympic Training Center to the City of Chula Vista. The City then entered into an agreement with the Point Loma Trust (Trust) to run the operations of the facility. This partnership launched in January of 2017 and has turned an asset that required millions of dollars in annual subsidies into a facility that is now turning a profit.

Currently, the City is in a partnership with the Port of San Diego and the RIDA Development Corporation (RIDA) to develop a world class resort destination anchored by a 1,500 room Gaylord Hotel and Convention Center. This partnership established a relationship where the City and Port District will fund the public improvements and RIDA will develop the resort hotel. The definitive agreement is anticipated to be completed by December 2017 with construction beginning in 2019. These examples represent a few of the public private partnerships the City of Chula Vista is engaged in and illustrate a history of developing partnerships that work for all parties involved.

Now our goal is to secure Amazon HQ2 as our next partnership. The City of Chula Vista, in partnership with Chesnut Properties, is presenting Amazon a project that we believe far exceeds your expectations. Chesnut Properties has designed a visionary office park development that values our shared interests of sustainability, innovation, passion, intelligence and creativity. Together we offer Amazon an opportunity to grow into 8 million square feet with delivery of Phase I (500,000+ square feet) by 2019 and additional phases by 2020. As you grow, the housing and community around Amazon HQ2 will also expand, providing every employee an opportunity to

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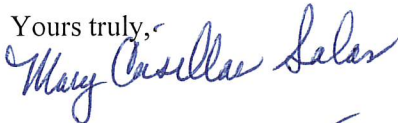
live within walking or biking distance of their offices and other recreational amenities. Part of our proposed partnership, codified by resolution 17-0446, involves the following:

- Partnering with Amazon to secure a new four-year, multi-institutional, binational university that will educate Amazon's current and future workforce.
- Providing, at no cost, Amazon with 85 acres of Innovation District property, currently valued at \$100 million.
- Processing future design review permits within 90 days of application.
- Providing an autonomous shuttle that will serve all of Millenia.
- Waiving \$10 million in Transportation Development Impact Fees for buildings owned or occupied by Amazon.
- Providing an amount equal to the property tax received by the City for 30 years per phase of development for buildings owned and occupied by Amazon, estimated to be \$300 million.


We are offering Amazon a partnership that values a shared prosperity. Chula Vista provides a future that values diversity, education, innovation and a higher quality of life for Amazon's employees. This is an opportunity unlike anywhere in North America for you to develop an Amazon Village that embraces your culture. We are located in a diverse county with globally competitive firms, unparalleled quality of life, world-class research institutions, and growing pools of top notch technical talent. We appreciate Amazon's existing commitment to the San Diego region and we look forward to working with your team to ensure that our community supports Amazon's future growth.

We believe that Chula Vista is the best place for your new HQ2 and we are excited to have you become a part of our family.

Yours truly,



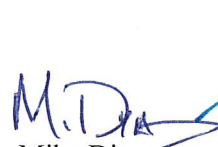
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