



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

October 12, 2017

Dear Mr. Bezos and Amazon Selection Committee:

We are excited to express our support for Washington DC's bid for Amazon's second headquarters. As the Chairman of the Council of the District of Columbia, the Chairperson of the Council's Committee on Business and Economic Development, and Chairperson of the Council's Committee on Finance and Revenue, we lead all legislative efforts related to business and finance in the District of Columbia.

DC offers Amazon the ideal location for its second headquarters. The myriad strengths of the District are outlined in the official proposal – from our vibrant urban core and unique neighborhoods to the most highly educated workforce in the country. DC is a global leader with its focus on resilience and sustainability. We celebrate our diverse and strong communities.

DC is the only jurisdiction in North America with a unitary government: one legislative body and one executive to accomplish all state, county, and local legislative and regulatory actions. This unique relationship has paved the way for our city to be a national leader in adapting our laws and regulations to the realities of our changing technologies. We were one of the first jurisdictions to create a legal structure for ride-hailing apps, we laid the legal groundwork for autonomous vehicles a few years ago, and we have opened our city to pilot delivery bots.

The Council stands ready to work with the Mayor to ensure Amazon sees the District as a key partner. Already, we have created two programs (Qualified High Technology Company and Creative and Open Spaces Modernization legislation) that provide some of the most generous tax incentives in the country for technology companies. Through this and other legislative initiatives, we continue to attract and retain major companies such as the Advisory Board Companies and Blackboard. We have helped move forward major redevelopment efforts such as The Wharf, one of the largest waterfront developments on the East coast; Nationals Park, home to the city's major League Baseball franchise; and Audi Field, home of the DC United soccer team. These efforts have attracted thousands of jobs to the city, while also increasing the quality of life and enhancing our vibrant community.

DC offers the stable fiscal environment that will allow Amazon to focus on its core business over the long term. This is because the financial state of the District is strong, with increasing revenues every year since the Great Recession, over \$2 billion in reserves, and a AA



rating on its bonds. Our fiscal success is an important factor in having an economic environment where private sector business can thrive.


Finally, the Council has led efforts to streamline the District's tax system, receiving plaudits from organizations as diverse as Americans for Tax Reform and the Urban-Brookings Tax Policy Center. The broad tax relief, which was recently hailed by the *New York Times* as a model for other states and the federal government, has produced a fairer and more progressive tax system while also cutting corporate tax rates and creating tax parity with our surrounding jurisdictions.

We hope that Amazon strongly considers the District of Columbia for its HQ2 and can assure you that the Council will be a key partner welcoming you to our great city.

Sincerely,



Phil Mendelson
Chairman



Kenyan McDuffie
Chairman, Committee on
Business and Economic
Development



Jack Evans
Chairman, Committee on
Finance and Revenue