

REQUEST FOR INFORMATION

Project [REDACTED]

Congratulations on moving forward in the selection process of HQ2 – we are looking forward to build a partnership with your community. Before we move on, you might want to learn more about us – here are a few ideas on what is important to us:

Entrepreneurship

At Amazon, we empower small businesses to grow and seize the opportunities of the digital economy. Last year alone, more than 100,000 small businesses each made over \$100,000 in sales on Amazon, and Amazon shipped 2 billion items to customers in 185 countries on behalf of small businesses using our Fulfillment by Amazon program. Today, more than half of the items sold by Amazon worldwide are from small businesses and entrepreneurs using Amazon Marketplace to reach millions of new customers, in the U.S. and abroad. Small businesses and entrepreneurs selling on Amazon have created more than 600,000 new jobs worldwide outside of Amazon.

Working at Amazon

We have more than 540,000 employees worldwide and all of them—from our hourly associates to our most senior executives—have access to the same generous health benefits and parental leave, including innovative programs like Leave Share and Ramp Back. Amazon ranks #1 on Fast Company’s Most Innovative Companies, #2 on Fortune’s World’s Most Admired Companies, #1 on The Harris Poll’s Corporate Reputation survey, and #2 on LinkedIn’s U.S. most desirable companies list. Amazon was also included in the Military Times’ Best for Vets list of companies committed to providing opportunities for military veterans.

In the Community

It’s important to us to invest in the communities where we operate in ways that benefit our neighbors and our employees. In Seattle, Amazon has donated to hundreds of charitable organizations across the city that support people of all backgrounds and income levels. And we do it in innovative ways – we are building a permanent home within our Seattle headquarters for Mary’s Place, a local nonprofit offering shelter to homeless families. This charity will receive more than 47,000 sq. ft. of space in one of our newest buildings, providing housing for 200 families.

Sustainability & Environment

We are putting our scale and our inventive culture to work on sustainability and protecting the environment. Our packaging innovations like Ships in Own Container and Frustration-Free Packaging eliminated more than 55,000 tons of excess packaging in 2016 alone. Last year, Amazon was the leading corporate purchaser of renewable energy in the United States according to the 2017 State of Green Business report. We currently purchase energy generated by wind

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farms located across the country, and plan to deploy solar systems on 50 fulfillment and sortation centers globally by 2020. Additionally, the newest buildings on our current campus in Seattle are heated using an innovative energy recycling system that uses the heat generated at a nearby data center to warm up our office space.

You can find out more on www.amazon.com/about and www.blog.aboutamazon.com

As a candidate community to host HQ2, we invite you to respond to the attached Request For Information (“RFI”). You may have included in your RFP response some of the information requested in this RFI. However, it is necessary at this stage in our selection process to dive deep and assemble the requested information in a standardized manner. Therefore, we are asking each respondent to complete this RFI. Please provide all applicable information requested in this document. Some sections may require you to provide information on a site-specific basis.

Instructions for Completing RFI:

1. Complete the RFI by providing the requested information for all questions/items in the fillable box. There is no limit on the number of characters that can be used in responding.
2. Once you have answered and completed all questions/items, save the document as a separate PDF for each section of the RFI. The filenames should follow this format:

[STATE]_[CITY]_[SITE]_[SECTION OF RFI]
Example: WA_Seattle_South Lake Union_Talent

3. Send an electronic copy (using a secure electronic delivery or file-sharing service, password-protected website URL only – please do *not* send a USB) of your RFI response(s) by **March 5, 2018** to amazonhq2@amazon.com.

IMPORTANT NOTE: You are welcome to include whatever collateral material you would like in your electronic copies. If you need to send hard copies, please coordinate with the Company. ***Please do not include gift items with your response.***

TALENT

A. Big Questions and Big Ideas

1. Population Changes and Key Drivers.

- a. Population level - Specify the changes in total population in your community and state over the last five years and the major reasons for these changes. Please also identify the majority source of inbound migration.

[Click here to enter text.](#)

- b. Education level - Specify the changes in education level in your community over the last five years and the major reasons for these changes. (Please address high school graduates, technical/vocational degree graduates, four-year graduates, and masters or higher graduates.)

[Click here to enter text.](#)

- c. Tech job levels - Specify the changes in the number of tech jobs in your community over the last five years and the major reasons for these changes (including the major draw for tech companies in your community).

[Click here to enter text.](#)

- d. Diversity - Specify the changes in composition in your community as a whole and within the tech industry in (i) race and ethnicity, (ii) gender, and (iii) foreign-born individuals

[Click here to enter text.](#)

- e. Changes – Describe what your community is already doing to positively impact the above changes and what big ideas you propose to accelerate the positive changes and/or reverse the negative changes.

[Click here to enter text.](#)

2. Tech Talent Growth. Dive deep beyond the number of tech jobs discussed above to show us what your community is doing to address the fundamental building blocks that lead to tech jobs.

- a. Current efforts - Describe what your community is currently doing to support tech talent growth.

[Click here to enter text.](#)

- b. Future proposals - Describe the big ideas your community proposes in addition to the current efforts mentioned above to enhance your community's development of tech talent (both millennial and mature/senior tech talent).

[Click here to enter text.](#)

- c. Diversity and inclusion - Describe what your community is currently doing to support underrepresented minorities in tech and what your community proposes to do in the future to enhance these efforts.

[Click here to enter text.](#)

- d. Specialized tech talent availability and growth - Please provide specialized tech talent availability for (i) machine learning specialists, (ii) UX/UI designers, and (iii) hardware engineers, as well as year-to-year trends for all three of these specialties. Please also describe the companies in your community currently employing that talent.

[Click here to enter text.](#)

- (i) Please also describe the companies in your community currently employing that talent and where their future growth will be.

[Click here to enter text.](#)

3. Venture Capital.

- a. Current efforts - What is your community currently doing to support venture capital investment? Please include the presences of venture capital firms in your community, 5-year trends in venture capital investment, and size of start-up community in your community.

[Click here to enter text.](#)

- b. Future proposals - Describe the big ideas your community proposes in addition to the current efforts mentioned above to enhance your community's development of venture capital investment.

[Click here to enter text.](#)

- c. Start-ups - Describe what your community is doing to encourage start-ups.

[Click here to enter text.](#)

4. Educational Partnerships.

- a. Current efforts - Describe what your community is currently doing to support partnerships between employers and educational institutions (especially as they relate to STEM).

[Click here to enter text.](#)

- b. Future Proposals - Describe the big ideas your community proposes in addition to current efforts mentioned above to enhance your community's development of educational partnerships. Examples might include: a post-secondary institution partnering with the Project to establish a school or campus to support the education of tech talent; or the establishment of a K-12 magnet school on the HQ2 campus focused on STEM education.

[Click here to enter text.](#)

- c. Roadblocks - Describe the greatest barriers your community has faced in the deployment of STEM programs or road blocks to getting them off the ground. Describe how the Project could join your community in resolving these issues.

[Click here to enter text.](#)

5. Describe any places where you feel that the raw data does not tell the full story for your community. Tell us the full story. For example, if your software developer location quotient is low enough to suggest that a tech employer might struggle to recruit but it is rapidly increasing and employers are having great success recruiting to your community right now,

tell us that. Perhaps your housing supply is low but your community has implemented innovative programs to address this in the future.

[Click here to enter text.](#)

B. Education

1. Describe the educational system (from pre-K to 12 and graduate level) in high-level terms. Focus on their integration and cooperation as well as responsiveness to employer needs. If those areas are lacking, describe how your community proposes to address those deficiencies. Provide a map of each school within a 5-mile radius of each proposed real estate site.

[Click here to enter text.](#)

2. Describe early childhood education programs in your community, especially those focusing on STEM initiatives. Be specific in your description, including name and distance to proposed real estate sites.

[Click here to enter text.](#)

3. Primary, Secondary Education - Describe childhood education programs in your community focused on STEM initiatives.

- a. If secondary school:

- (i) Average ACT and SAT scores (provide average math, science, verbal, and total, as possible) for each of the past ten years

[Click here to enter text.](#)

- (ii) Graduation rates for the past ten years

[Click here to enter text.](#)

- (iii) Percentage of graduates by gender and race/ethnicity matriculating to (please include for all programs and specifically for STEM programs):

- (1) Four-year colleges or universities

[Click here to enter text.](#)

- (2) Two-year community colleges

[Click here to enter text.](#)

- (3) Vocational and technical school and programs

[Click here to enter text.](#)

- b. Briefly describe capital improvement plan, timetable and plan of finance for school system and other significant program providers. Include capital investment in public schools over the last ten years. Also, include information on charter and magnet schools.

[Click here to enter text.](#)

- c. Describe how education programs are funded at the municipal, county and state levels in your community as well as how and where community and private funding can be allocated.

Click here to enter text.

- d. State assessment results by performance level (basic, proficient and advanced), including
 - (i) two-year trend data for each subject and grade tested and (ii) a comparison between annual objectives and actual performance for each student group.

Click here to enter text.

- e. Primary and secondary school rankings at the state/national level as well as a “scatter map.

Click here to enter text.

- f. Special needs and alternative education programs (including programs currently in place, student/teacher ratios in those programs, and success measures for those programs).

Click here to enter text.

- g. Accelerated learning/honors and AP track programs.

Click here to enter text.

- h. Foreign language schools in your community

- (i) Languages offered

Click here to enter text.

- (ii) Language immersion programs in regular K-12 schools (include languages offered and success measures).

Click here to enter text.

- (iii) Cultural assimilation programs for immigrating students and their families (include success measures).

Click here to enter text.

4. STEM Education

- a. Describe, to the extent not already discussed above, the STEM programs currently in place in your community.

Click here to enter text.

- b. Describe whether your current STEM programs are selective (i.e., criteria to gain enrollment and they are not in regular K-12 schools), inclusive (anyone can enroll but separate from regular K-12 schools), or comprehensive (included in regular K-12 schools).

Click here to enter text.

- c. Describe the curriculum offered, how it is determined, how often it is reviewed and how long it takes to change the curriculum.

- d. Other student achievement indicators for STEM programs/participants to which you would like to call our attention.

Click here to enter text.

- e. Plans for next five to ten years for STEM programs (to the extent not discussed in subsection A above).

[Click here to enter text.](#)

5. Colleges and Universities

Describe four-year colleges and universities in your community/region. Description for each college and university should include:

- a. Name of college or university (and distance from Site)

[Click here to enter text.](#)

- b. Any research specialties that are relevant to HQ2

[Click here to enter text.](#)

- c. Number of students (by degree/program (and total of all students))

[Click here to enter text.](#)

- d. Percentage of international student enrollment

[Click here to enter text.](#)

- e. Specify degree(s) granted in STEM-related fields

[Click here to enter text.](#)

- f. Number of students graduating each year and companies at which they are working

[Click here to enter text.](#)

- g. Percentage of graduates matriculating to graduate or professional schools

[Click here to enter text.](#)

- h. Percentage of graduates employed within one year of graduation

[Click here to enter text.](#)

- i. Percentage of graduates migrating out of your community. Percentage of graduates staying in the region.

[Click here to enter text.](#)

- j. Programs and services provided to business in your community (including companies with existing partnerships with colleges/universities)

[Click here to enter text.](#)

GROWTH

A. Community

1. Quality of Life

As a proposed headquarters facility, the quality of life of the community is an important factor in our decision-making process. Quality of life impacts both our ability to recruit to the community and the satisfaction of employees working at the headquarters. Describe the quality of life in your community. Make sure to address each of the following:

[Click here to enter text.](#)

- a. Health and Fitness opportunities (indoor and outdoor, both man-made and naturally occurring)

[Click here to enter text.](#)

- b. Cultural Activities, including Performing Arts, Fine Arts, Cultural Venues, and Festivals

[Click here to enter text.](#)

- c. Crime

[Click here to enter text.](#)

- d. Housing Availability, Affordability and Quality – the availability of convenient, affordable, quality housing, both now and in the future, is an especially important component of our decision-making process. Our employees must be able to find ample housing opportunities. We are well aware of the community housing challenges that often come with economic prosperity. We are willing to partner with your community in addressing the challenges.

- (i) Current Housing Stock (availability, mix of rental versus owned, granular details on a few example neighborhoods if available, focus on [i] 3 bedroom, 2 bath, single-family homes and [ii] 1 and 2 bedroom apartments)

[Click here to enter text.](#)

- (ii) Options (apartment occupancy rate, condominiums, multi-family, single-family, etc.)

[Click here to enter text.](#)

- (iii) Cost (apartments, condominiums, multi-family, single-family, etc. – please specifically include data on [i] 3 bedroom, 2 bath, single-family homes and [ii] 1 and 2 bedroom apartments)

[Click here to enter text.](#)

- (iv) Planned Housing Developments (that is, those publicly announced)

[Click here to enter text.](#)

- (v) Future Housing Development (Zoning and Use Restrictions, Permitting Requirements and Timeline)

[Click here to enter text.](#)

(vi). Plans to improve access to affordable housing through accelerating permitting, innovative zoning, etc.

[Click here to enter text.](#)

(vii). Mix of rentals versus owned dwellings in your community (include three year trend data, if available)

[Click here to enter text.](#)

(viii) Areas comprising the majority of available housing opportunities for Project employees

[Click here to enter text.](#)

(ix) Existing housing partnerships between the community and local companies

[Click here to enter text.](#)

e. Inclusion - An inclusive workplace and community are key to Amazon. Provide data on the median earnings, unemployment, home ownership, educational attainment, and undergrad enrollment gaps for underrepresented minorities in your community. Please further provide data on hate crimes committed in your community.

[Click here to enter text.](#)

f. Recreational Activities

Describe:

(i) Athletic programs for adults and children

[Click here to enter text.](#)

(ii) Availability of public parks and recreational areas

[Click here to enter text.](#)

(iii) Types of organized activities in parks and recreational areas

[Click here to enter text.](#)

g. Leisure-Time / Weekend Activities and Travel Destinations

[Click here to enter text.](#)

h. Sustainability and Environment

Describe your Community's existing and planned sustainability initiatives (such as, but not exclusive to: recycling, green business parks, incentive programs for LEED standard building, energy efficiency programs):

[Click here to enter text.](#)

i. Cost of Living

(i) Specify cost of living composite for each of 2013, 2014, 2015, 2016 and 2017, if available (ACCRA/COLI).

[Click here to enter text.](#)

- (ii) Specify the cost of a basket of goods in your community. The basket is from Whole Foods: gallon of 2% milk, loaf of whole wheat bread, and an avocado. Also, the cost of Starbucks tall coffee, movie ticket, monthly gym membership (individual) at a YMCA (if U.S.), dry cleaning of a shirt, and a gallon of gas.

[Click here to enter text.](#)

j. Commuting

Describe the commuting patterns in your community as well as the commuting region, focusing on average travel times and costs (including tolls). Please address areas of frequent traffic accidents.

[Click here to enter text.](#)

k. Number of nationally ranked hospitals and treatment facilities in your community.

[Click here to enter text.](#)

2. Community Challenges

- a. Describe the largest social challenges your community is facing. Describe the programs in place to address these challenges. Describe any proposed programs to address these challenges. Describe success measures for current and proposed programs.

[Click here to enter text.](#)

- b. Describe ways businesses are partnering with your community to solve these social challenges (including those that encourage volunteerism).

[Click here to enter text.](#)

- c. Describe what your community has done to support veterans and disabled in healthcare, housing, and employment. Describe success metrics for such efforts.

[Click here to enter text.](#)

B. Diversity and Inclusion

- 1. Describe the diversity and inclusion programs that are in place with your leading employers and school systems. Describe any legislation at the local or state level on diversity and inclusion.

[Click here to enter text.](#)

- 2. Describe the percentages of foreign-born residents in your community, broken down by place of birth.

[Click here to enter text.](#)

- 3. Describe programs that you have in place that build community for immigrants and assist with family integration (e.g., programs around language, culture, legislation, housing, finances).

[Click here to enter text.](#)

4. Describe what your community has done to encourage STEM professional development in your immigrating and minority populations.

[Click here to enter text.](#)

REAL ESTATE

Complete this section for **each** of the following site/campus options identified by the company. For example, if four Sites are under consideration, complete this section four times. If your community feels that a compelling Site was not included in this request, please feel free to contact us to explain.

A. Site

1. Site Name/Site Designation [Click here to enter text.](#)
2. Street Address(es), including City, State/Commonwealth/Province and Zip/Postal Code, if available

[Click here to enter text.](#)

3. Location

a. If Site is currently unincorporated, detail any plan(s) to annex Site to an incorporated municipality, as well as the benefits and burdens of any such annexation. Name the intended municipality/municipalities to which Site would be annexed.

b. County (Name), if applicable: [Click here to enter text.](#)

4. Description, Characterization

a. Description – Briefly describe Site (shape, topo, etc.):

[Click here to enter text.](#)

b. Characterization – Indicate all that may apply

- Brownfield
- Commercial, including Commercial Park
- Greenfield
- Industrial, including Industrial Park
- Suburban
- Technology, including Technology Park
- Urban

c. Description – Briefly describe any geographic features that may limit or enhance the growth of Site (e.g., water or mountains):

[Click here to enter text.](#)

5. Size

a. Immediate: Number of acres (either contiguous or within close enough proximity to foster a sense of place and pedestrian-friendliness) currently available for the Project's immediate operations: [Click here to enter text.](#)

b. Expansion: Number of acres (either contiguous or within close enough proximity to foster a sense of place and pedestrian-friendliness) available for the Project's future or expansion operations: [Click here to enter text.](#)

c. Schematic: Attach schematic drawing of Site.

d. If less than 100 acres, is Site expandable to 100 acres?

Yes No

(i) Detail the plan and timetable for doing so?

[Click here to enter text.](#)

6. Improvements

a. Are there any buildings or structures or other improvements on Site (or portion of Site)?

Yes No

b. Description

If Yes, describe all buildings, structures and other improvements on Site (or portion of Site), including available square footages and sustainability efforts?

[Click here to enter text.](#)

7. Easements, Licenses, Rights of Way: describe each of the easements, licenses and rights of way affecting Site, and identify the beneficiaries, holders or owners of the same. If easier to show on a map, please attach to submittal and label.

[Click here to enter text.](#)

8. Ownership: describe the ownership of Site, including the ownership structure and any entitlements.

[Click here to enter text.](#)

9. Acquisition Cost (if any)

Please describe if all or a portion of Site will be made available at no or a reduced cost to the Project.

[Click here to enter text.](#)

a. Public

(i) Will a government agency make Site available to the Project at no cost?

Yes No

(ii) If No, specify the per acre (and total) cost of Site to the Project?

[Click here to enter text.](#)

b. Nonprofit

PROJECT XXXXXXXXXX

REAL ESTATE SECTION
RE-2

PROPRIETARY AND CONFIDENTIAL

(i) Will a nonprofit entity make Site available to the Project at no cost?

Yes No

(ii) If No, specify the per acre (and total) cost of Site to the Project.

[Click here to enter text.](#)

c. Private

(i) Will individuals or corporations or other entities make Site available to the Project at no cost?

Yes No

(ii) If No, specify the per acre (and total) cost of Site to the Project.

[Click here to enter text.](#)

10. Parking: identify all current and future parking options for Site

[Click here to enter text.](#)

a. Existing and Planned Retail Development near Site

(i) Restaurants

[Click here to enter text.](#)

(ii) Cinemas

[Click here to enter text.](#)

(iii) Shopping

[Click here to enter text.](#)

(iv) Other Public Gathering Spaces (such as coffee shops and local breweries)

[Click here to enter text.](#)

11. Affordable Housing: identify available affordable housing options within close proximity to Site

[Click here to enter text.](#)

12. Greenspace Features: are there greenspace features that enhance Site (e.g., parks, jogging trails, etc.)

[Click here to enter text.](#)

13. Plat(s): attach plat(s) of Site and label according to section.

B. Planning/Zoning

1. Designation(s): identify Site's current planning/zoning designations(s)

[Click here to enter text.](#)

2. Floor Area Ratio (FAR): identify Site's current FAR

[Click here to enter text.](#)

3. Permitted Use(s): briefly describe Site's current permitted use(s)

[Click here to enter text.](#)

4. Rezoning: must Site be rezoned for the Project's expected use?

Yes No

a. If Yes, outline rezoning process, including all government approvals, public hearings, and schedule. Please describe any opportunity to fast track.

[Click here to enter text.](#)

b. If Yes, will governments commit to rezoning prior to Site selection?

[Click here to enter text.](#)

5. Neighboring Properties

a. Designation(s): identify current planning/zoning designation(s) for Neighboring Properties.

[Click here to enter text.](#)

b. Permitted Use(s): briefly describe Neighboring Properties' permitted use(s).

[Click here to enter text.](#)

C. Environment

1. Site and Improvements (if any)

a. Prior Use(s): detail prior use(s) of Site (or portion of Site) in reverse chronological order.

[Click here to enter text.](#)

b. Environmental Event(s)

(i) Detail each environmental event occurring on Site (or portion of Site) in reverse chronological order. (Environmental events include – but are not limited to – any contamination, dumping, explosion, fire, landfill or spill of any kind or description)

[Click here to enter text.](#)

(ii) Describe any environmental cleanup or remediation occurring on Site (or portion of Site) as a result of an environmental event or otherwise in reverse chronological order. Please also include any environmental studies as supplemental information.

[Click here to enter text.](#)

c. Environmental Study

(i) Detail each environmental study undertaken on Site (or portion of Site) in reverse chronological order.

[Click here to enter text.](#)

- (ii) Provide copies of environmental studies performed on the site within the prior three years.

[Click here to enter text.](#)

2. Neighboring Properties

- a. Prior Use(s): detail prior use(s) of Neighboring Properties in reverse chronological order. Please include any environmental events. Please also include any environmental studies as supplemental information

[Click here to enter text.](#)

3. Topography

- a. Elevation: identify Site's minimum and maximum topographic elevation. Please provide a topographic survey of Site, if available.

[Click here to enter text.](#)

- b. Terrain: describe Site's terrain and Neighboring Properties' terrain:

[Click here to enter text.](#)

- c. Wetlands: describe bodies of water, creeks, ditches, lakes, ponds, rivers and wetlands, and identify governing body or regulatory agency for each for Site and Neighboring Properties.

[Click here to enter text.](#)

4. Soils types for Site and Neighboring Properties

[Click here to enter text.](#)

- a. Testing: describe any geotechnical or other testing that has been or will be completed on Site (or portion of Site)

[Click here to enter text.](#)

5. Studies Permit(s)

- a. Specify all required environmental impact assessments and other environmental studies, and name relevant regulatory agency or agencies.

[Click here to enter text.](#)

- b. Specify all required environmental permits, and name each government issuer of same. Can the environmental and building permits be integrated? Include a timetable for approvals.

[Click here to enter text.](#)

- 6. Process: briefly describe the environmental study and permit processes, from preliminary discussions to final action, including any appeal periods. Also include the total costs for a building permit.

Click here to enter text.

7. Code(s), Regulations

- a. Include with your response a copy of the relevant state and local environmental code(s) and regulations. (Federal statutes and regulations need not be included with your response.)

Click here to enter text.

- b. Are amendments to the relevant environmental code(s) and regulations pending or proposed?

Yes No

If Yes, please provide detail:

Click here to enter text.

- 8. Noise Restrictions: detail all noise restrictions or limitations affecting Site and any exceptions to or exemptions from same. Attach the appropriate statutory and other authorities.

Click here to enter text.

D. Building

- 1. Permits: specify all required building permits, and name government issuer of same.

Click here to enter text.

- 2. Process

- a. Briefly describe the building permit process, from pre-application discussions to final action, including any appeal periods.

Click here to enter text.

- b. Briefly describe the estimated cost to obtain a building permit for the project. Please attach a copy of the building permit ordinance.

Click here to enter text.

- 3. Timetable: outline the timetable for a building permit process for a project such as that proposed by the Project and include whether the community can commit to a timetable for approval.

Click here to enter text.

- 4. Restrictions: outline any height restrictions relevant to Site.

Click here to enter text.

E. Utilities

For each of the following utilities/services, list the name of the utility/service provider, the person assigned to work with the Project and the relevant contact information for that person.

- Water
- Wastewater
- Electricity
- Natural Gas
- Solid Waste
- Drainage/Storm Water
- Telecommunications
- Broadband

1. Water: Please provide name of service provider, distance to Site, line size, capacity of line and system, and any capital improvements planned.

a. Costs - For water service to project on Site, estimate the cost of each of the following:

(i) Impact Fee [Click here to enter text.](#)

(ii) Extension of water line(s) [Click here to enter text.](#)

(iii) Installation of water line(s) [Click here to enter text.](#)

(iv) Tap Fee(s) [Click here to enter text.](#)

(v) Other relevant fees and assessments [Click here to enter text.](#)

2. Wastewater: Please provide name of service provider, distance to Site, line size, capacity of line and system, and any capital improvements planned.

a. Costs - For wastewater service to project on Site, estimate the cost of each of the following:

(i) Impact Fee [Click here to enter text.](#)

(ii) Extension of sewage line(s) [Click here to enter text.](#)

(iii) Installation of wastewater line(s) [Click here to enter text.](#)

(iv) Tap Fee(s) [Click here to enter text.](#)

(v) Other relevant fees and assessments [Click here to enter text.](#)

3. Electricity: Please provide name of service provider, distance to Site, if dual feed available, capacity of line and system (including peak usage), and any capital improvements planned.

a. What is the expected proportion of renewable energy in the utility's generation mix over the next 20 years?

[Click here to enter text.](#)

b. What options are or will be available for the project to use up to 100% renewable energy to serve their load?

[Click here to enter text.](#)

c. What options are currently available to purchase power at Site on the open market?

[Click here to enter text.](#)

d. What is the cost per kWh?

[Click here to enter text.](#)

4. Natural Gas: Please provide name of service provider, distance to Site, line size, capacity of line and system, and any capital improvements planned. Include any costs to the Project.

5. Telecommunication & Broadband

a. Provider(s) - Name and describe providers of telecommunications (including cellular coverage) services to Site, and all high speed data links available to Site.

[Click here to enter text.](#)

b. Fiber maps/routes

[Click here to enter text.](#)

c. Estimated cost of dark fiber lease/ownership

[Click here to enter text.](#)

d. Is any telecommunication license required for dark fiber install or use?

[Click here to enter text.](#)

e. Process to install new fiber lines to reach Site

[Click here to enter text.](#)

F. Transportation

1. Air

a. Nearest Airport: name, distance to Site, number of passenger carrier service providers. Also include any planned, funded and approved capital improvements to the airport.

[Click here to enter text.](#)

b. Detail daily scheduled service, including flights to Seattle, New York City, San Francisco/Bay Area, and Washington, D.C.

[Click here to enter text.](#)

c. Next nearest Airport:

[Click here to enter text.](#)

2. Roads: describe road access to Site and any planned improvements. Include details of how employees may commute into Site via personal auto or rideshare. Use specific highway names, road names, bridges, etc.

[Click here to enter text.](#)

3. Tram or Light Rail: name of provider, details of system (maps) of areas served, and planned improvements. Also include data on the reliability of the service and delays.

[Click here to enter text.](#)

a. Extension or new tram/light rail service

(i) Will State/Commonwealth/Province or local government(s) commit to acquire right-of-way to assure tram or light rail service to Site?

Yes No

(ii) If Yes, provide letter of commitment and identify funding source(s).

[Click here to enter text.](#)

4. Metro or Subway: name of provider, details of system (maps) of areas served, and planned improvements. Also include data on the reliability of the service and delays.

[Click here to enter text.](#)

a. Extension or new service commitment

(i) Will State/Commonwealth/Province or local government(s) commit to acquire right-of-way to assure metro service to Site?

Yes No

(ii) If Yes, provide letter of commitment and identify funding source(s).

[Click here to enter text.](#)

5. Commuter Train Service: name of provider, details of system (maps) of areas served, and planned improvements. Also include data on the reliability of the service and delays.

[Click here to enter text.](#)

a. Extension or new service commitment

(i) Will State/Commonwealth/Province or local government(s) commit to acquire right-of-way to assure rail service to Site?

Yes No

(ii) If Yes, provide letter of commitment and identify funding source(s).

[Click here to enter text.](#)

6. Ferry Service for employee commuting: name of provider, details of system (maps) of areas served, and planned improvements. Also include data on the reliability of the service and delays.

a. Extension or new service commitment

(i) Will State/Commonwealth/Province or local government(s) commit to acquire right-of-way to assure ferry service to Site?

Yes No

(ii) If Yes, provide letter of commitment and identify funding source(s).

[Click here to enter text.](#)

7. Bus Service: name of provider, details of system (maps) of areas served, and planned improvements. Also include data on the reliability of the service and delays.

[Click here to enter text.](#)

a. New service or extension commitment

(i) Will State/Commonwealth/Province or local government(s) commit to acquire right-of-way to assure bus service to Site, if necessary?

Yes No

(ii) If Yes, provide letter of commitment and identify funding source(s).

[Click here to enter text.](#)

8. Master Transit Plan: please provide a copy of the Master Transit Plan encompassing Site, if any.

[Click here to enter text.](#)

G. Local Taxes

1. Real Property Tax Rate

a. Calculate Annual Real Property Taxes for Site

2. Personal Property Tax Rate

a. Detail any personal property exclusions

3. Detail any additional local taxes (i.e., overlay, infrastructure)

[Click here to enter text.](#)

H. Government

1. Describe the government in your community, focusing on:

a. Municipal government organization and responsibilities

[Click here to enter text.](#)

b. County government organization and responsibilities

[Click here to enter text.](#)

c. State government organization and responsibilities, especially as government action may affect the Company and the headquarters.

[Click here to enter text.](#)

2. Elected Officials

Name the following elected officials that represent your community and their term limit:

a. County Executive(s)

[Click here to enter text.](#)

b. County Legislative Officers, Representatives

[Click here to enter text.](#)

c. Mayor or Chief Executive Officer

[Click here to enter text.](#)

d. Municipal Legislative Officers, Representatives

[Click here to enter text.](#)

I. Labor/Talent

1. Describe any unique talent in the immediate area or opportunities that may not be covered in the Talent section.

TAXES AND TAX POLICY

A. State/Commonwealth/Province

Detail the tax structures and policies of the State/Commonwealth/Province, including types of taxes, bases and application and exemptions and credits, including:

1. Income Taxation

Click here to enter text.

2. Franchise Taxation

Click here to enter text.

3. Option Taxation, State/Commonwealth/Province

Click here to enter text.

4. Property Taxation

a. Personal, including Equipment, Machinery or Tools

Click here to enter text.

b. Real

Click here to enter text.

5. Sales and Use Taxation

Click here to enter text.

6. Surtaxes

Click here to enter text.

7. Other Taxation (State/Commonwealth/Province)

Click here to enter text.

B. Local

Detail the tax structures and policies of the local governments in your community, including types of taxes, bases and application and exemptions and credits, including:

1. Income Taxation

Click here to enter text.

2. Franchise Taxation

Click here to enter text.

3. Option Taxation, Local

Click here to enter text.

4. Property Taxation

a. Personal, including Equipment, Machinery or Tools

Click here to enter text.

b. Real

Click here to enter text.

5. Sales and Use Taxation

Click here to enter text.

6. Surtaxes

Click here to enter text.

7. Other Taxation (Local)

Click here to enter text.

C. Projected Employee Tax Burden

Detail the typical State/Commonwealth/Province and local tax burden that a company worker might anticipate if HQ2 were built on Site and the worker lived in your community. Assume the worker earns \$100,000 annually, excluding benefits.

Click here to enter text.

D. Other. Detail any State/Commonwealth/Province tax legislation that has been proposed over the last two years that would positively or negatively impact the business community.

INCENTIVES

Please provide a summary of total incentives offered by the State/Commonwealth/Province and Local Community. If there are different incentive opportunities depending on the proposed real estate site, detail each incentive by real estate site. If the incentives are the same for all sites, complete this section once. Please organize your response in accordance with the incentive categories outlined herein and provide the following information with respect to **each** incentive:

- Brief overview of the incentive
- Timing of incentive utilization/realization
- Estimated net present value (using a [6%] annual discount factor) of the incentive based on the **Project Assumptions** set forth below
- Description of any specific or unique eligibility requirements applicable to the incentive
- Description and timing of required approvals (including any legislative or other approvals that may be required)
- If the incentive is uncertain or is not guaranteed, an explanation of the factors that contribute to that uncertainty and an estimate of the level of certainty
- Description of any claw back or recapture provisions applicable to the incentive
- Whether the incentive is refundable, transferable, or may be carried forward or carried back

Project Assumptions

In order to estimate the net present value of each incentive, please use an annual discount factor of 6% and the following assumptions regarding buildout and employment ramp-up:

- An initial building campus comprised of 500,000 square feet in Year 1
- A total building campus comprised of 8,000,000 square feet upon completion of the Project
- Three phases of buildout over 15 years, starting with an initial 500,000 square feet in 2019/2020. Next, an incremental 500,000 square feet built in Years 2-5 (totaling 2,000,000 square feet over the first phase), an incremental 600,000 square feet built in Years 6-11 (totaling 3,600,000 square feet over the second phase), and the remainder built in the third phase in years 12-16 in 380,000 square foot increments (totaling 1,900,000 square feet over the third phase).
- Investment by the Project and/or the developer (if any) of \$600 per square foot for construction
- Initial direct Project employment of 2,500 in Years 1-2
- 50,000 direct Project employees upon completion of the Project, increasing relative to construction at the rate of one job per 160 square feet built

- Average compensation will be over \$100,000 for employees, excluding benefits. More detailed information may be available later in the process.

State/Commonwealth/Province/Local

Please complete the section below for all State/Commonwealth/Province and Local Incentives. Organize your responses by specific jurisdictions. If there are different incentives for real estate sites, organize your response accordingly.

1. Tax Incentives - For each of the following, please provide the relevant percentage (e.g. a XX% investment credit or XX% reduction in real property taxes), maximum length of incentive (e.g. 10 year credit period or 20 year abatement period), eligibility requirements (e.g. what constitutes eligible investment under an investment credit), initial and on-going compliance obligations (such as prevailing wage requirements, annual reporting, etc.), any caps (annual and/or aggregate), carryforward (if any), refundability, transferability, and assignability (e.g. to members of an affiliated group).
 - a. Payroll withholding tax rebates/grants (existing or potential)
[Click here to enter text.](#)
 - b. Job creation tax credits (existing or potential)
[Click here to enter text.](#)
 - c. Investment tax credits (indicate whether investment by a developer, if any, would count)
[Click here to enter text.](#)
 - d. Research and development tax credits and any other incentives available in connection with R&D activity conducted by or in conjunction with universities in the State/Commonwealth/Province.
[Click here to enter text.](#)
 - e. Sales and use tax credits/exemptions or sharing agreements
[Click here to enter text.](#)
 - f. Lodging tax, airport fees, etc. credits/exemptions or sharing agreements
[Click here to enter text.](#)
 - g. Tax abatements of any type (indicate whether real, personal or both types of property are covered)
[Click here to enter text.](#)
 - h. Millage/property tax rate reductions
[Click here to enter text.](#)
 - i. Rate freezes and/or caps on income, business license and/or other taxes
[Click here to enter text.](#)
 - j. Film tax credits
[Click here to enter text.](#)
 - k. Tax incentives associated with the creation of an enterprise zone, development district or innovation zone
[Click here to enter text.](#)
 - l. Other tax incentives not described above

[Click here to enter text.](#)

2. Workforce Education, Training, and Relocation

a. Grants for workforce education, training, and relocation

[Click here to enter text.](#)

b. Loans for workforce education, training, and relocation (no interest/low interest)

[Click here to enter text.](#)

c. Reimbursements for workforce education, training, and relocation

[Click here to enter text.](#)

d. Other workforce education, training, and relocation programs (including but not limited to internships and cooperative education programs linked to universities and technical schools)

[Click here to enter text.](#)

3. Project and Infrastructure-Related

a. Site acquisition and preparation assistance (discretionary grants and no interest/low interest loans)

[Click here to enter text.](#)

b. Infrastructure acquisition and construction assistance (discretionary grants and no interest/low interest loans)

[Click here to enter text.](#)

c. Temporary office space to accommodate immediate hiring during initial construction

[Click here to enter text.](#)

d. State/Commonwealth/Province financing, including:

i. Forgivable loans

[Click here to enter text.](#)

ii. No interest/low interest loans

[Click here to enter text.](#)

iii. Credit enhancement

[Click here to enter text.](#)

iv. Leases

[Click here to enter text.](#)

v. Bond financing

[Click here to enter text.](#)

e. Sustainability/renewable energy programs

Click here to enter text.

f. Environmental mitigation/remediation assistance

Click here to enter text.

g. Grant/cash matching incentives

Click here to enter text.

h. Permitting fee discounts, abatements or waivers

Click here to enter text.

i. Utility fee discounts, abatements or waivers

Click here to enter text.

j. Impact or other development fee discounts, abatements or waivers

Click here to enter text.

k. Other project or infrastructure-related incentives

Click here to enter text.

4. Project manager / ombudsman to coordinate/expedite approvals.

Click here to enter text.

5. Other State/Commonwealth/Province Incentives

Click here to enter text

6. Describe other incentives not addressed in Item 1, 2 or 3.

Click here to enter text.