



Todd M. Turner
Chair
District 4

Service. Community. Progress.

MAR 12 2019

Ms. Holly Sullivan, Director
Worldwide Economic Development
Amazon.com, Inc.
601 New Jersey Avenue N.W. #900
Washington, DC 20001

Dear Ms. Sullivan:

I write on behalf of the Prince George's County Council to welcome Amazon and HQ2 to the Virginia, Maryland and Washington, D.C. metropolitan area. It was a pleasure to meet and hear from you at the Metropolitan Washington Council of Government's (COG) "A Regional Conversation with Amazon" on February 21st at George Mason University's Arlington Campus.

I also write to support the opportunities for Amazon in Prince George's County as expressed in the February 27th letter to you from our County Executive Angela D. Alsobrooks.

The County Council believes that Prince George's County is uniquely positioned to assist Amazon in the creation of the "neighborhood" it seeks in the Greater Washington region, with the decision to locate HQ2 in Northern Virginia. As you are aware, Prince George's County has a strategic focus on Transit-Oriented Development (TOD), around its 15 Metro Stations, including approved mixed-use developments within easy reach by rail in Suitland, Largo, College Park and New Carrollton. Our strategic focus is memorialized in Plan 2035, our County's General Plan, and further operationalized via the County Council's Zoning Ordinance Rewrite process, culminating this year with a new forward leaning Comprehensive Map Amendment.

The County has adopted an economic development policy, entitled "A Targeted Economic Development Strategic Plan for Prince George's County," focusing on specific development plans to advance the targeted industry clusters likely to drive economic growth in the County – the Federal Government, business services, health care and life sciences, and the information, communication, and electronics industries. The Strategic Plan found that Prince George's County has a diverse, high-value economy with numerous assets that would be attractive to Amazon, including the presence of federal installations and institutions of higher learning including the University of Maryland-College Park, Bowie State University and Prince George's Community College, a well-developed transportation and mass transit network, a highly-educated workforce pipeline, and available land for development at highly competitive real estate costs.

The County has also implemented an extremely successful Economic Development Incentive Fund (EDIF), a program that seeks to expand the County's commercial tax base, retain and attract jobs, support small and local businesses, and promote development and redevelopment opportunities, TOD, and the growth of key industry sectors. Since its adoption in 2011, it has supported 47 projects, leveraged \$1.7 billion in capital investments, and created or retained over 12,000 jobs in the County. Our focus on TOD and opportunities inherent to EDIF provide seeds for growth to ancillary and entrepreneurial enterprises derived from Amazon's H2Q implementation.

Finally, Prince George's County is an attractive and vibrant place for Amazon employees to call home. The County undertook a Comprehensive Housing Strategy (CHS) process in 2016, focusing on strengths and opportunities in the County's housing market, that will be completed this month. The CHS final report, entitled "*Housing Opportunities for All*", has developed an implementable plan that assessed the County's current and future housing needs, examined unique local housing and fiscal policies in Prince George's County and in our region, and recommends possible solutions and programs for home ownership, affordability, and workforce housing.

The County Council looks forward to Amazon's future in the region and potential opportunities in Prince George's County. We stand ready, along with the County Executive, our Economic Development Corporation and our private sector partners, to assist you in making your decision a success.

If I can be of any assistance, please feel free to contact my office.

Sincerely,



Hon. Todd M. Turner
Council Chair

cc: Council Members
Hon. Angela D. Alsobrooks, County Executive
Mr. Major Riddick, Chief Administrative Officer
Mr. Raymond Gilley, Deputy Chief Administrative Officer for Economic Development
Mr. David Iannucci, President, Prince George's County Economic Development Corp.