



CITY OF CHARLOTTE ♦ MECKLENBURG COUNTY



October 13, 2017

Ms. Holly Sears Sullivan  
Head of Worldwide Economic Development  
Amazon  
Office of Economic Development  
2121 7<sup>th</sup> Avenue  
Seattle, WA 98121

Re: Project HQ2 - Confidential

Dear Ms. Sullivan:

We have reviewed the information provided concerning Project HQ2 and the company's proposal to develop a second major headquarters. HQ2 would be a valued addition to our business community, and the City of Charlotte and Mecklenburg County welcome the opportunity to partner with the Charlotte Regional Partnership, the Charlotte Chamber, and the State of North Carolina to bring HQ2 to our community.

Since this project offers an unparalleled opportunity, we have developed a grant proposal that is unique and reflective of the opportunity. Based upon the investment schedule supplied by Amazon showing 50,000 new jobs at an average wage of \$100,000 and a \$5 billion capital investment, the grant value is estimated below at a maximum level and would be paid over a period of 15 years.

City	County	Total
\$100,073,431	\$170,524,124	\$270,597,556

Please note that the referenced grant is an estimate and should be considered a preliminary offer only. It should also be noted that the company will be asked to provide ample notice for when hiring will occur and work with the City and County to ensure that job fairs, recruitment events, and other hiring activities for both temporary and permanent jobs are well coordinated with the community. The final amount will vary depending on the actual assessed value of the investment, depreciation, tax rate, and other variables. The grant requires approval by the Charlotte City Council and the Mecklenburg Board of County Commissioners, and may include other terms and conditions, including certification of the competitive nature of the project.

We look forward to working with you on this project.

Best Regards,

Kevin S. Dick, Business and Talent Director  
Economic Development Department  
City of Charlotte

Peter Zeiler, Director  
Office of Economic Development  
Mecklenburg County