

Tiffany CuvIELlo

From: Max Slusher [mslusher@aceanj.com]
Sent: Friday, September 08, 2017 4:55 PM
To: mslusher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist; Max Slusher; Brett Matik
Subject: Amazon Headquarters RFP
Attachments: Amazon Headquarters RFP.pdf

Dear Atlantic County Economic Developers;

You may have heard that Amazon is searching for a second headquarters to complement their existing Seattle facility. The Atlantic County Economic Alliance (ACEA) is coordinating an application in response to Amazon's Request for Proposal (RFP).

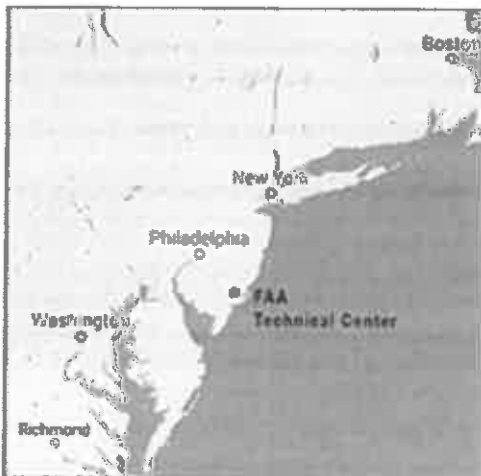
I have taken the liberty of attaching the Amazon RFP to this email for your review and consideration. On page 2, half way down the page, are the Site and Building requirements that Amazon is seeking. If you have site(s) that you want included in the county application, please let me know before the end of next week (September 15th). We will include it in our county application if necessary requirements are met, such as size, zoning, and the ability to develop the site. Please send your nominations to me at mslusher@aceanj.com.

Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

Max Slusher

Max Slusher
Director of Business Development
Atlantic County Economic Alliance
2009-B Hamilton Mall
4403 E. Black Horse Pike
Mays Landing, NJ 08330
609-245-0019
MSlusher@aceanj.com



Atlantic County is home to the FAA William J. Hughes Technical Center

The western hemisphere's preeminent civilian aviation research and testing facility!

Amazon HQ2 RFP

INSTRUCTIONS TO RESPONDENTS

Amazon invites you to submit a response to this Request for Proposal ("RFP") in conjunction with and on behalf of your metropolitan statistical area (MSA), state/province, county, city and the relevant localities therein. Amazon is performing a competitive site selection process and is considering metro regions in North America for its second corporate headquarters. We encourage states, provinces and metro areas to coordinate with relevant jurisdictions to submit one (1) RFP for your MSA. The RFP may contain multiple real estate sites in more than one jurisdiction, but we do encourage you to submit your best sites to meet or exceed the needs of our Project described in this RFP. Any questions regarding the information or items requested in this document can be submitted using the email below. We encourage you to go through the process as outlined in the RFP and ask questions of the team using the email provided below.

PROPOSAL REQUIREMENTS

Please provide an electronic copy and five (5) hard copies of your responses by **October 19, 2017** to amazonhq2@amazon.com. Please send hard copies marked "confidential" between the dates of October 16th – 19th to:

Amazon
Office of Economic Development
c/o Site Manager Golden
2121 7th Ave
Seattle, WA 98121

For electronic submittals, please send a password-protected website URL or a USB only. If using a password-protected website, the submitting agency should also submit written responses to the RFP questions (Information Requested section).

TIMELINE

September 7, 2017
October 19, 2017
2018

RFP Phase I Available
RFP Phase I Response Deadline
Final Site Selection and Announcement

OVERVIEW

Background: The purpose of this RFP is to describe the Project and provide a framework for soliciting specific information that will allow Amazon to determine the ideal location for our Project.

The Project is a second corporate headquarters (HQ2), at which Amazon will hire as many as fifty thousand (50,000) new full-time employees with an average annual total compensation exceeding one hundred thousand dollars (\$100,000) over the next ten to fifteen years, following commencement of operations. The Project is expected to have over \$5 billion in capital expenditures as described in more detail in this RFP.

Amazon is a publicly traded U.S. corporation and is a leading internet retailer and technology company. Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. The Company presently maintains more than 380,000 employees at multiple facilities in North America and throughout the world. Due to the successful growth of the Company, it now requires a second corporate headquarters in North America.

Amazon's current headquarters is located in downtown Seattle, Washington. This urban campus employs tens of thousands of employees. Amazon has been a catalyst for development in downtown Seattle with an abundance of restaurants, services, coffee shops, and for the redevelopment of South Lake Union and Denny Triangle with its sustainable buildings and open spaces. In 2017, Amazon was awarded the "City Maker" award by the Downtown Seattle Association.

Amazon estimates its investments in Seattle from 2010 through 2016 resulted in an additional \$38 billion to the city's economy – every dollar invested by Amazon in Seattle generated an additional \$1.4 for the city's economy overall. Find more information at: www.amazon.com/amazonHQ2.

We look forward to working with you and your team to find a suitable site and establish a cost structure with a stable business climate for growth and innovation that would encourage Amazon to locate this high-profile Project in your community.

In choosing the location for HQ2, Amazon has a preference for:

- Metropolitan areas with more than one million people
- A stable and business-friendly environment
- Urban or suburban locations with the potential to attract and retain strong technical talent
- Communities that think big and creatively when considering locations and real estate options

HQ2 could be, but does not have to be:

- An urban or downtown campus
- A similar layout to Amazon's Seattle campus
- A development-prepped site. We want to encourage states/provinces and communities to think creatively for viable real estate options, while not negatively affecting our preferred timeline

PROJECT FACTS

Employment: The Project is expected to create as many as fifty thousand (50,000) new full-time jobs with an average annual compensation exceeding one hundred thousand dollars (\$100,000) per employee. We will begin sourcing for talent at Amazon HQ2 upon final site selection. Please note that the actual average wage rate may vary from the projected wage rate depending upon prevailing rates at the final location. Amazon also provides a highly competitive benefits package including a retirement plan, health insurance, and maternity/paternity leave, featuring Amazon’s Leave Share and Ramp Back program. All job numbers, categories, and salaries contained herein are estimates/projections and are subject to change. The jobs will likely be broken down into the following categories: executive/management, engineering with a preference for software development engineers (SDE), legal, accounting, and administrative. Amazon is an equal opportunity employer.

Building/Site Requirements: Amazon is considering greenfield sites, infill sites, existing buildings, or a combination for the Project. If existing buildings are available that can be retrofitted/expanded within an acceptable budget and time schedule, Amazon may consider this option; however, the company acknowledges that existing buildings may not be available to meet its requirements. As such, Amazon will prioritize certified or shovel-ready greenfield sites and infill opportunities with appropriate infrastructure and ability to meet the Project’s timeline and development demands, as set forth below.

The following is a summary of the Project’s ideal site and building requirements:

<i>Core Preferences</i>	<i>Quantity</i>	<i>Units</i>	<i>Description</i>
Site Requirements			
Proximity to population center	30	Miles	
Proximity to International airport	Within approx. 45	Minutes	
Proximity to major highways and arterial roads	Not more than 1-2	Miles	Close to major arterial roads to provide optimal access
Access to mass transit	At site		Direct access to rail, train, subway/metro, bus routes
Building Requirements			
Initial Square Foot Requirement	500,000+	Sq. Ft.	Phase I (2019)
Total Square Foot Requirement	Up to 8,000,000	Sq. Ft.	Beyond 2027

Details of Amazon's Seattle headquarters:

Amazon Seattle HQ		
Direct ¹	Number of buildings	33
	Square feet	8.1 million
	Local retail within Amazon headquarters	24 restaurants/cafes + 8 other services
	Amazon Employees	40,000+
	Capital Investment (buildings & infrastructure)	\$3.7 billion
	Operational expenditures (utilities & maintenance)	\$1.4 billion
	Compensation to employees	\$25.7 billion
	Number of annual hotel nights by visiting Amazonians and guests	233,000 (2016)
	Amount paid into the city's public transportation system as employees' transportation benefit	\$43 million
Indirect ²	Additional jobs created in the city as a result of Amazon's direct investments	53,000
	Additional investments in the local economy as a result of Amazon's direct investments	\$38 billion
	Increase in personal income by non-Amazon employees as a result of Amazon's direct investments	\$17 billion
	Increase in Fortune 500 companies with engineering/R&D centers in Seattle	From 7 in 2010 to 31 in 2017

¹From 2010 (when Amazon moved its headquarters to downtown Seattle) to June 2017.

²From 2010-2016. Calculated using Input-Output methodology and multipliers developed by the U.S. Bureau of Economic Analysis.

Priority for Consideration (in no particular order):

Amazon will consider the following site/building categories for the Project:

1. Existing buildings of at least 500,000+ sq. ft., meeting the core requirements described above and that are expandable or have additional options for development nearby.
2. A greenfield site of approximately 100 acres certified or pad ready, with utility infrastructure in place. The sites do not have to be contiguous, but should be in proximity to each other to foster a sense of place and be pedestrian-friendly.
3. Other infill, existing buildings, including opportunities for renovation/redevelopment and greenfield sites, meeting the proximity and logistics requirements of the Project. This can also be a combination of the above.

4. Please also consider the overall proximity of the buildings at full build-out as you are making recommendations.

Capital Investment: The Project could be over \$5 billion in capital investment over the initial 15-17 years of the Project. Please note the capital investment required to acquire and retrofit an existing building is dependent upon the condition and nature of that building. As such, the following capital investment estimates will vary depending upon site requirements and actual construction costs, particularly with respect to an existing building.

<u>Building Phase</u>	<u>Estimated Capital Investment</u>
Phase I Building (500,000-1,000,000 sf)	\$300,000,000-\$600,000,000
Phase II Building (1,000,000-2,000,000 sf)	\$600,000,000-\$1,260,000,000
Phase III Building (2,000,000-3,000,000 sf)	\$1,260,000,000-\$1,985,000,000

Phase IV and beyond will grow organically. At full build-out, the campus or park may exceed 8 million square feet and over \$5 billion in total capital investment. Amazon will continue to invest in its facilities to ensure we offer a state-of-the-art workplace for our employees. States, provinces and metro economic development organizations should consider this as they suggest potential sites. Be sure to include opportunities to cultivate local culture and creativity into the Amazon HQ2 site. Also, include connectivity options: sidewalks, bike lanes, trams, metro, bus, light rail, train, and additional creative options to foster connectivity between buildings/facilities.

Additional Information:

Sustainability: Amazon is committed to sustainability efforts. Amazon’s buildings in its current Seattle campus are sustainable and energy-efficient. The buildings’ interiors feature salvaged and locally sourced woods, energy-efficient lighting, composting and recycling alternatives as well as public plazas and pockets of green space. Twenty of the buildings in our Seattle campus were built using LEED standards. Additionally, Amazon’s newest buildings use a ‘District Energy’ system that utilizes recycled heat from a nearby non-Amazon data center to heat millions of square feet of office space – a system that is about 4x more efficient than traditional heating. This system is designed to allow Amazon to warm just over 4 million square feet of office space on Amazon’s four-block campus, saving 80 million kilowatt-hours over 20 years, or about 4 million kilowatt-hours a year. We also invest in large solar and wind operations and were the largest corporate purchaser of renewable energy in the U.S. in 2016. Amazon will develop HQ2 with a dedication to sustainability.

Connectivity: Ensuring optimal fiber connectivity is paramount at our HQ2 location. Please demonstrate the fiber connectivity on all submitted sites. Also, demonstrate multiple cellular phone coverage maps to ensure optimal service.

KEY PREFERENCES AND DECISION DRIVERS

The below are our preferences and are not in a ranking order. We want to encourage you to think big and be creative as you are collaborating to respond. Please address the drivers discussed below in your RFP submittals.

Site/Building – As described herein, finding suitable buildings/sites is of paramount importance. Amazon HQ2 is a transformational Project, and we must ensure we have the best real estate options available whether this be a redevelopment opportunity, a partnership with the state, province, local government, or new buildings. All options are under consideration.

Capital and Operating Costs – A stable and business-friendly environment and tax structure will be high-priority considerations for the Project. Incentives offered by the state/province and local communities to offset initial capital outlay and ongoing operational costs will be significant factors in the decision-making process.

Incentives – Identify incentive programs available for the Project at the state/province and local levels. Outline the type of incentive (i.e. land, site preparation, tax credits/exemptions, relocation grants, workforce grants, utility incentives/grants, permitting, and fee reductions) and the amount. The initial cost and ongoing cost of doing business are critical decision drivers.

Labor Force – The Project includes significant employment requirements at the threshold compensation levels described herein and with corresponding educational attainment of the available workforce. The Project must be sufficiently close to a significant population center, such that it can fill the 50,000 estimated jobs that will be required over multiple years. A highly educated labor pool is critical and a strong university system is required.

Logistics – Personnel travel and logistics needs, both from population centers to the Project site, as well as between company facilities, are critically important. As such, travel time to a major highway corridor and arterial roadway capacity potential are key factors. The highway corridors must provide direct access to significant population centers with eligible employment pools. Travel time to an international airport with daily direct flights to Seattle, New York, San Francisco/Bay Area, and Washington, D.C. is also an important consideration.

Time to Operations – The Project requires an expeditious timetable for the location decision and the commencement of construction. Given this, sites with the requisite access, utility infrastructure, and zoning are critical. Please outline the permitting process and estimated timetable to initiate Phase I of our operations.

Cultural Community Fit – The Project requires a compatible cultural and community environment for its long-term success. This includes the presence and support of a diverse population, excellent institutions of higher education, local government structure and elected officials eager and willing to work with the company, among other attributes. A stable and consistent business climate is important to Amazon. Please demonstrate characteristics of this in your response. We encourage testimonials from other large companies.

Community/Quality of Life – The Project requires a significant number of employees. We want to invest in a community where our employees will enjoy living, recreational opportunities, educational opportunities, and an overall high quality of life. Tell us what is unique about your community.

INFORMATION REQUESTED

1. Please provide information regarding potential buildings/sites that meet the criteria described herein. Along with general site information, please provide the current ownership structure of the property, whether the state/province, or local governments control the property, the current zoning of the site, and the utility infrastructure present at the site.
2. Please provide a summary of total incentives offered for the Project by the state/province and local community. In this summary, please provide a brief description of the incentive item, the timing of incentive payment/realization, and a calculation of the incentive amount. Please describe any specific or unique eligibility requirements mandated by each incentive item. With respect to tax credits, please indicate whether credits are refundable, transferable, or may be carried forward for a specific period of time. If the incentive includes free or reduced land costs, include the mechanism and approvals that will be required. Please also include all timelines associated with the approvals of each incentive. We acknowledge a Project of this magnitude may require special incentive legislation in order for the state/province to achieve a competitive incentive proposal. As such, please indicate if any incentives or programs will require legislation or other approval methods. Ideally, your submittal includes a total value of incentives, including the specified benefit time period.
3. If any of the programs or incentives described in the summary of total incentives are uncertain or not guaranteed, please explain the factors that contribute to such uncertainty and estimate the approximate level of certainty. Please also describe any applicable claw backs or recapture provisions required for each incentive item.
4. Please provide a timetable for incentive approvals at the state/province and local levels, including any legislative approvals that may be required.
5. Please provide labor and wage rate information in the general job categories described. Please provide relevant labor pool information and your ability to attract talent regionally. Also, include specific opportunities to hire software development engineers and recurring sourcing opportunities for this type of employment. Please include all levels of talent available in the MSA, including executive talent and the ability to recruit talent to the area.
6. Please include programs/partnerships currently available and potential creative programs with higher education institutions in the region in your response. Please also include a list of universities and community colleges with relevant degrees and the number of students graduating with those degrees over the last three years. Additionally, include information on your local/regional K-12 education programs related to computerscience.
7. Please provide highway, airport, and related travel and logistics information for all proposed sites. Please also include transit and transportation options for commuting employees living in the region. For each proposed site in your region, identify all transit options, including bike lanes and pedestrian access to the site(s). Also, list the ranking of traffic congestion for your community and/or region during peak commuting times.

8. Please include information on your community with respect to daily living, recreational opportunities, diversity of housing options, availability of housing near potential sites for HQ2, and pricing, among other information. Please also include relevant crime data and cost of living data.
9. Please use your response as an opportunity to present any additional items and intangible considerations with respect to your state/province and community that Amazon should include in its analysis.

While the existence of the Project is not confidential, certain aspects of the Project and details regarding the company are confidential, proprietary, and constitute trade secrets. Amazon will deliver a Confidentiality and Non-Disclosure Agreement for execution at the appropriate time.

Conclusion: As this is a competitive Project, Amazon welcomes the opportunity to engage with you in the creation of an incentive package, real estate opportunities, and cost structure to encourage the company's location of the Project in your state/province. Please contact amazonhq2@amazon.com for questions while responding to this RFP.

This RFP is only an invitation for proposals, the substance of which may be memorialized in a binding, definitive agreement or agreements if any proposal is selected. Amazon may select one or more proposals and negotiate with the parties submitting such proposals before making an award decision, or it may select no proposals and enter into no agreement.

Tiffany CuvIELlo

From: Tiffany CuvIELlo [TCuvIELlo@gtnj.org]
Sent: Tuesday, September 12, 2017 10:07 AM
To: 'Dave Goddard'
Subject: FW: Amazon Headquarters RFP
Attachments: Amazon Headquarters RFP.pdf

Dave,

I am not sure, but maybe we can position the BHP tract?

Tiffany A. CuvIELlo, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuvIELlo@gtnj.org

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The western hemisphere's preeminent civilian aviation research and testing facility!**

Amazon HQ2 RFP

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TIMELINE

September 7, 2017
October 19, 2017
2018

RFP Phase I Available
RFP Phase I Response Deadline
Final Site Selection and Announcement

OVERVIEW

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Labor Force – The Project includes significant employment requirements at the threshold compensation levels described herein and with corresponding educational attainment of the available workforce. The Project must be sufficiently close to a significant population center, such that it can fill the 50,000 estimated jobs that will be required over multiple years. A highly educated labor pool is critical and a strong university system is required.

Logistics – Personnel travel and logistics needs, both from population centers to the Project site, as well as between company facilities, are critically important. As such, travel time to a major highway corridor and arterial roadway capacity potential are key factors. The highway corridors must provide direct access to significant population centers with eligible employment pools. Travel time to an international airport with daily direct flights to Seattle, New York, San Francisco/Bay Area, and Washington, D.C. is also an important consideration.

Time to Operations – The Project requires an expeditious timetable for the location decision and the commencement of construction. Given this, sites with the requisite access, utility infrastructure, and zoning are critical. Please outline the permitting process and estimated timetable to initiate Phase I of our operations.

Cultural Community Fit – The Project requires a compatible cultural and community environment for its long-term success. This includes the presence and support of a diverse population, excellent institutions of higher education, local government structure and elected officials eager and willing to work with the company, among other attributes. A stable and consistent business climate is important to Amazon. Please demonstrate characteristics of this in your response. We encourage testimonials from other large companies.

Community/Quality of Life – The Project requires a significant number of employees. We want to invest in a community where our employees will enjoy living, recreational opportunities, educational opportunities, and an overall high quality of life. Tell us what is unique about your community.

INFORMATION REQUESTED

1. Please provide information regarding potential buildings/sites that meet the criteria described herein. Along with general site information, please provide the current ownership structure of the property, whether the state/province, or local governments control the property, the current zoning of the site, and the utility infrastructure present at the site.
2. Please provide a summary of total incentives offered for the Project by the state/province and local community. In this summary, please provide a brief description of the incentive item, the timing of incentive payment/realization, and a calculation of the incentive amount. Please describe any specific or unique eligibility requirements mandated by each incentive item. With respect to tax credits, please indicate whether credits are refundable, transferable, or may be carried forward for a specific period of time. If the incentive includes free or reduced land costs, include the mechanism and approvals that will be required. Please also include all timelines associated with the approvals of each incentive. We acknowledge a Project of this magnitude may require special incentive legislation in order for the state/province to achieve a competitive Incentive proposal. As such, please indicate if any incentives or programs will require legislation or other approval methods. Ideally, your submittal includes a total value of incentives, including the specified benefit time period.
3. If any of the programs or incentives described in the summary of total incentives are uncertain or not guaranteed, please explain the factors that contribute to such uncertainty and estimate the approximate level of certainty. Please also describe any applicable claw backs or recapture provisions required for each incentive item.
4. Please provide a timetable for incentive approvals at the state/province and local levels, including any legislative approvals that may be required.
5. Please provide labor and wage rate information in the general job categories described. Please provide relevant labor pool information and your ability to attract talent regionally. Also, include specific opportunities to hire software development engineers and recurring sourcing opportunities for this type of employment. Please include all levels of talent available in the MSA, including executive talent and the ability to recruit talent to the area.
6. Please include programs/partnerships currently available and potential creative programs with higher education institutions in the region in your response. Please also include a list of universities and community colleges with relevant degrees and the number of students graduating with those degrees over the last three years. Additionally, include information on your local/regional K-12 education programs related to computer science.
7. Please provide highway, airport, and related travel and logistics information for all proposed sites. Please also include transit and transportation options for commuting employees living in the region. For each proposed site in your region, identify all transit options, including bike lanes and pedestrian access to the site(s). Also, list the ranking of traffic congestion for your community and/or region during peak commuting times.

8. Please include information on your community with respect to daily living, recreational opportunities, diversity of housing options, availability of housing near potential sites for HQ2, and pricing, among other information. Please also include relevant crime data and cost of living data.
9. Please use your response as an opportunity to present any additional items and intangible considerations with respect to your state/province and community that Amazon should include in its analysis.

While the existence of the Project is not confidential, certain aspects of the Project and details regarding the company are confidential, proprietary, and constitute trade secrets. Amazon will deliver a Confidentiality and Non-Disclosure Agreement for execution at the appropriate time.

Conclusion: As this is a competitive Project, Amazon welcomes the opportunity to engage with you in the creation of an incentive package, real estate opportunities, and cost structure to encourage the company's location of the Project in your state/province. Please contact amazonhq2@amazon.com for questions while responding to this RFP.

This RFP is only an invitation for proposals, the substance of which may be memorialized in a binding, definitive agreement or agreements if any proposal is selected. Amazon may select one or more proposals and negotiate with the parties submitting such proposals before making an award decision, or it may select no proposals and enter into no agreement.

Tiffany Cuiello

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Tuesday, September 12, 2017 10:32 AM
To: Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP

I don't see why not. I will look at the specs you sent and confer with our team quickly. Thanks, Dave

David M. Goddard
President/CEO
Ole Hansen and Sons, Inc.
4 Jimmie Leeds Road, Suite 3
Galloway, NJ 08205
609-965-3700 Office
609-965-4666 Fax
609-226-4209 Cell
dgoddard@olehansen.com

From: Tiffany Cuiello [<mailto:TCuiello@gtnj.org>]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

Dave,

I am not sure, but maybe we can position the BHP tract?

Tiffany A. Cuiello, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuiello@gtnj.org

From: Max Slusher [<mailto:mlsruher@aceanj.com>]
Sent: Friday, September 08, 2017 4:55 PM
To: mlsruher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
Max Slusher; Brett Matik
Subject: Amazon Headquarters RFP

Dear Atlantic County Economic Developers;

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that you want included in the county application, please let me know before the end of next week (September 15th). We will include it in our county application if necessary requirements are met, such as size, zoning, and the ability to develop the site. Please send your nominations to me at mslusher@aceanj.com.

Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

Max Slusher

Max Slusher
Director of Business Development
Atlantic County Economic Alliance
2009-B Hamilton Mall
4403 E. Black Horse Pike
Mays Landing, NJ 08330
609-245-0019
MSlusher@aceanj.com



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Tiffany Cuiello

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Tuesday, September 12, 2017 12:56 PM
To: Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP

Hi Tiffany, I am not certain what we need to do exactly, but we can throw our property into the mix as a potential site for this development. What a fantastic opportunity this would be to have someone like Amazon in our township. What do you think are next steps? We have to balance some future needs for the Enlightened Solutions business presently on property around the existing clubhouse, but there is at least 300 acres available for the Amazon development.

Max told me to send him the details of our property, which I can do with the attached aerial as a starting point. I might cut out the area around the Odessa Ave clubhouse to avoid future confusion. We are also speaking to Barrette about a future sale of vacant land for their needs to expand into.

Let me know your thoughts.

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From: Tiffany Cuiello [mailto:TCuiello@gtnj.org]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

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From: Max Slusher [mailto:mlsruher@aceanj.com]
Sent: Friday, September 08, 2017 4:55 PM
To: mlsruher@aceanj.org

Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist; Max Slusher; Brett Matik

Subject: Amazon Headquarters RFP

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Very best,

Max Slusher

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Tiffany Cuiello

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Tuesday, September 12, 2017 1:08 PM
To: Max Slusher
Cc: Lauren Moore; Dave Goddard; Roger Hansen; Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP
Attachments: BHPE Property Aerial.pdf

Max,

As you already know we have over 400 acres of vacant land bordered by Tilton Rd, Aloe St, and Genoa Ave in Galloway Twp. next to the Barrette Outdoor Living plant and very near the airport property. See the attached aerial. We are currently using a portion of the site along Odessa Ave where the prior golf course clubhouse is located in the south corner of the site, which is now being occupied by the Enlightened Solutions drug and alcohol treatment center. To accommodate their future needs, we would likely subdivide about 60 acres of land in that property corner, leaving almost 350 acres for other development like Amazon.

Potable water and sanitary sewer service is available to the property and the property is within a few miles of the airport entrance and major highway access like the AC Expressway.

The property is already zoned for industrial and commercial development so that is not an issue.

We would like to include our property as a possible location for the Amazon HQ project. What other information can I provide to you?

David M. Goddard
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4 Jimmie Leeds Road, Suite 3
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609-226-4209 Cell
dgoddard@olehansen.com

From: Max Slusher [mailto:msslusher@aceanj.com]
Sent: Tuesday, September 12, 2017 11:16 AM
To: Dave Goddard <dgoddard@olehansen.com>
Cc: Lauren Moore <lmoore@aceanj.com>
Subject: RE: Amazon Headquarters RFP

Hi David;

The RFP requires a minimum of 100 acres, with ½ million square feet to start. Also, there are detailed criteria in the RFP that the county is stretching its every fiber to meet.

At buildout, the site is supposed to host 30,000 to 50,000 workers.....so I think the 100 acres is a minimum. Please send me your details, we are still working to sort out if we can be competitive for this project.

I will brief Lauren on your submission.

Max

Max Slusher

Director of Business Development
Atlantic County Economic Alliance
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609-245-0019
MSlusher@aceanj.com



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From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Tuesday, September 12, 2017 11:09 AM
To: Max Slusher <msslusher@aceanj.com>
Subject: FW: Amazon Headquarters RFP

Hi Max,

I received your email from Tiffany CuvIELlo about the Amazon HQ RFP. See below. I am conferring with our team about our 30 acre tract on Tilton Rd as a candidate for this project. I think it would be prudent to through this into the mix as an eligible property. What do you need in the way of info from us as a property owner at this stage in the process for the RFP you are putting together for the Alliance?

Can you add me to your email list for future updates?

David M. Goddard
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609-965-4666 Fax
609-226-4209 Cell
dgoddard@olehansen.com

From: Tiffany Cuiello [<mailto:TCuiello@gtnj.org>]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

Dave,

I am not sure, but maybe we can position the BHP tract?

Tiffany A. Cuiello, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuiello@gtnj.org

From: Max Slusher [<mailto:msslusher@aceanj.com>]
Sent: Friday, September 08, 2017 4:55 PM
To: msslusher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
Max Slusher; Brett Matik
Subject: Amazon Headquarters RFP

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Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

Max Slusher

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Tiffany CuvIELlo

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Wednesday, September 13, 2017 10:37 AM
To: Tiffany CuvIELlo
Subject: RE: Amazon Headquarters RFP

Hi Tiffany, I know Don talked to Roger yesterday. I sent some information along and I understand the town is working on some form of response to the RFP but not sure if that is in conjunction with Lauren Moore's group or not. Do you need any information from us for our property? Please let us know what the intentions are for the Township. In reading the paper this morning, sounds like there has been an ongoing conversation for some time with Amazon.

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To: Dave Goddard <dgoddard@olehansen.com>
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To: mslusher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
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Tiffany CuvIELlo

From: Tiffany CuvIELlo [TCuvIELlo@gtnj.org]
Sent: Thursday, September 14, 2017 9:54 AM
To: 'Dave Goddard'
Subject: RE: Amazon Headquarters RFP

Dave,

I understand the Mayor has spoken with Roger. The Township would love this to work – I am not sure what is next but lets keep on top of it. I am sure you have spoken with Roger by now. I think there may be a meeting with the County or something.

Tiffany

Tiffany A. CuvIELlo, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuvIELlo@gtnj.org

From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Tuesday, September 12, 2017 12:56 PM
To: Tiffany CuvIELlo
Subject: RE: Amazon Headquarters RFP

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Let me know your thoughts.

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Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

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Sent: Friday, September 08, 2017 4:55 PM
To: msslusher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
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Tiffany Cuiello

From: Tiffany Cuiello [TCuiello@gtnj.org]
Sent: Thursday, September 14, 2017 9:55 AM
To: 'Dave Goddard'
Subject: RE: Amazon Headquarters RFP

Just saw this after my last reply.

Tiffany A. Cuiello, PP, AICP
Township Planner
Galloway Township
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tcuviello@gtnj.org

From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Wednesday, September 13, 2017 10:37 AM
To: Tiffany Cuiello
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Tiffany CuvIELlo

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Thursday, September 14, 2017 2:52 PM
To: Tiffany CuvIELlo
Subject: RE: Amazon Headquarters RFP

Hi Tiffany,

I attended the Atlantic County Economic Alliance meeting yesterday. Lauren Moore explained how this is working with Amazon. Here is what I learned.

- Amazon has contacted eastern state Economic Development departments about the RFP to develop an eastern HQ to complement their Seattle, Washington campus. I know you have seen the RFP, which has very specific requirements to satisfy about what they are looking for.
- NJ State EDA has contacted county ED agencies to request responses to the RFP. All 21 counties were contacted and invited to answer the RFP for properties in their county. See email from state below. The Alliance was taking the lead for Atlantic County.
- The ACEA has sent an email to all municipalities in Atlantic County from Max Slusher (see below) inviting municipalities to respond to the RFP with any properties which strictly meet the requirements of the RFP as well as other information contained in the RFP. There is a deadline to nominate properties of Friday, September 22.
- From what Lauren said in the board meeting and what I read below, the county and then the State will ultimately choose a few of the strongest property nominations which meet all the criteria to send to Amazon for their consideration and lobby for them at a state level.
- We certainly want to have you include our property in your municipal response, and we also recognize it may not meet some of the strict RFP requirement such as a metropolitan area of one million people. It has other pluses going for it like proximity to an international airport, Aviation tech center, recreational opportunities, quality of living, housing availability, infrastructure at the property, zoning.

That's all I know. I would suggest you reach out to Max or Lauren for any guidance if need be and let us know if there is any information on our property you may need to facilitate the municipal response.

Thanks, Dave

Dear Municipal Economic Developers:

As stated in the email below, the State of New Jersey has asked each county to assist them in compiling a comprehensive response to the Request for Proposal issued by Amazon for a second Corporate Headquarters. The Partnership for Action (Choose New Jersey, the NJ Business Action Center and the NJ Economic Development Authority) will be working to submit New Jersey's response to the Amazon HQ2 RFP. Atlantic County has requested that we distribute the Amazon requirements outlined in the attachment to all Atlantic County municipalities. If you believe that you have sites that meet the requirements outlined by the state's email, please submit them to us along with the information listed in the instructions by the end of business, Friday, September 22th. We will then include your information in the package we submit to the state.

Requirements that must be met for inclusion by the state into the response to the RFP, include: **metropolitan areas with more than one million people; urban or suburban locations with a significant labor pool with expertise in computer software development and engineering, executive management, legal, and accounting; direct access to mass transportation on site, and, real estate and infrastructure to support a minimum 500,000 square feet of space that can expand over time to support up to eight million square feet. (See attachment.)**

Please feel free to contact me if you have any questions.

Very best,

Max Slusher

Dear County Officials,

As I am sure you have heard, last week Amazon issued a Request for Proposal (RFP) for its second corporate headquarters in North America (HQ2). A copy can be found [here](#). On behalf of the State, the Partnership for Action (Choose New Jersey, the NJ Business Action Center and the NJ Economic Development Authority) will be working to submit New Jersey's response to the Amazon HQ2 RFP.

This is an incredible opportunity for our State, and as such, we realize there will be significant interest for those seeking to bring Amazon to their city/county/region. We are looking to county leadership to assist us by helping to determine which cities/projects are interested in submitting materials to us for review related to the RFP response, and designating a point person for each submission.

We encourage you to work with your respective municipal leaders to identify locations that meet the criteria established by Amazon in its RFP. The State intends to submit the strongest possible proposal, identifying only those sites that meet all the main evaluative criteria set forth by Amazon. This includes metropolitan areas with more than one million people; urban or suburban locations with a significant labor pool with expertise in computer software development and engineering, executive management, legal, and accounting; direct access to mass transportation on site, and, real estate and infrastructure to support a minimum 500,000 square feet of space that can expand over time to support up to eight million square feet. Interested parties should provide an overview of the community and quality of life of the proposed location, focusing on available recreational opportunities, cultural amenities and other characteristics that make them unique. Responses that are not able to demonstrate an ability to meet the core preferences outlined in the RFP will not be included in the State's submission.

Attached please find the instructions, which we hope all those interested will find helpful.

To summarize, the PFA will be crafting the sections of the response related to Statewide information, available incentives, labor force, and logistics in terms of the overall narrative aimed at influencing the key decision drivers and the information request in the RFP. Interested parties should provide information on the site/location Core Preferences, and Sections I through V outlined above.

In order to thoroughly review any submissions for possible inclusion in the State's RFP response, **we ask that it be submitted to us no later than September 26**. Please submit any questions and your materials to amazonrfp@njeda.com. The PFA will offer consulting hours to interested parties on Monday, Tuesday and Wednesday of next week at EDA headquarters in Trenton. Please let us know by close of business this Friday, September 15, if you are interested by emailing amazonrfp@njeda.com. We will then confirm the date and time.

Melissa

Melissa J. Orsen
CEO
New Jersey Economic Development Authority
P.O. Box 990
Trenton, New Jersey 08625-0990
(t) (609) 858-6925

David M. Goddard
President/CEO
Ole Hansen and Sons, Inc.
4 Jimmie Leeds Road, Suite 3
Galloway, NJ 08205
609-965-3700 Office
609-965-4666 Fax
609-226-4209 Cell
dgoddard@olehansen.com

From: Tiffany CuvIELlo [<mailto:TCuvIELlo@gtnj.org>]
Sent: Thursday, September 14, 2017 9:54 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: RE: Amazon Headquarters RFP

Dave,

I understand the Mayor has spoken with Roger. The Township would love this to work – I am not sure what is next but lets keep on top of it. I am sure you have spoken with Roger by now. I think there may be a meeting with the County or something.

Tiffany

Tiffany A. CuvIELlo, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuvIELlo@gtnj.org

From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Tuesday, September 12, 2017 12:56 PM
To: Tiffany CuvIELlo
Subject: RE: Amazon Headquarters RFP

Hi Tiffany, I am not certain what we need to do exactly, but we can throw our property into the mix as a potential site for this development. What a fantastic opportunity this would be to have someone like Amazon

in our township. What do you think are next steps? We have to balance some future needs for the Enlightened Solutions business presently on property around the existing clubhouse, but there is at least 300 acres available for the Amazon development.

Max told me to send him the details of our property, which I can do with the attached aerial as a starting point. I might cut out the area around the Odessa Ave clubhouse to avoid future confusion. We are also speaking to Barrette about a future sale of vacant land for their needs to expand into.

Let me know your thoughts.

David M. Goddard
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609-965-4666 Fax
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From: Tiffany CuvIELlo [<mailto:TCuvIELlo@gtnj.org>]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

Dave,

I am not sure, but maybe we can position the BHP tract?

Tiffany A. CuvIELlo, PP, AICP
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(609) 652-3700 ext. 246
tcuvIELlo@gtnj.org

From: Max Slusher [<mailto:msslusher@aceanj.com>]
Sent: Friday, September 08, 2017 4:55 PM
To: msslusher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
Max Slusher; Brett Matik
Subject: Amazon Headquarters RFP

Dear Atlantic County Economic Developers;

You may have heard that Amazon is searching for a second headquarters to complement their existing Seattle facility. The Atlantic County Economic Alliance (ACEA) is coordinating an application in response to Amazon's Request for Proposal (RFP).

I have taken the liberty of attaching the Amazon RFP to this email for your review and consideration. On page 2, half way down the page, are the Site and Building requirements that Amazon is seeking. If you have site(s) that you want included in the county application, please let me know before the end of next week (September 15th). We will include it in our county application if necessary requirements are met, such as size, zoning, and the ability to develop the site. Please send your nominations to me at msslusher@aceanj.com.

Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

Max Slusher

Max Slusher
Director of Business Development
Atlantic County Economic Alliance
2009-B Hamilton Mall
4403 E. Black Horse Pike
Mays Landing, NJ 08330
609-245-0019
MSlusher@aceanj.com



Atlantic County is home to the FAA William J. Hughes Technical Center
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Tiffany CuvIELLO

From: Max Slusher [mslusher@aceanj.com]
Sent: Thursday, September 14, 2017 2:55 PM
To: Dave Goddard
Cc: Lauren Moore; Dave Goddard; Roger Hansen; Tiffany CuvIELLO
Subject: RE: Amazon Headquarters RFP

David,

Per Lauren,

We will include this property.

Best,

Max

Get [Outlook for Android](#)

From: Dave Goddard <dgoddard@olehansen.com>
Sent: Tuesday, September 12, 2017 1:08:08 PM
To: Max Slusher
Cc: Lauren Moore; Dave Goddard; Roger Hansen; Tiffany CuvIELLO
Subject: RE: Amazon Headquarters RFP

Max,

As you already know we have over 400 acres of vacant land bordered by Tilton Rd, Aloe St, and Genoa Ave in Galloway Twp. next to the Barrette Outdoor Living plant and very near the airport property. See the attached aerial. We are currently using a portion of the site along Odessa Ave where the prior golf course clubhouse is located in the south corner of the site, which is now being occupied by the Enlightened Solutions drug and alcohol treatment center. To accommodate their future needs, we would likely subdivide about 60 acres of land in that property corner, leaving almost 350 acres for other development like Amazon.

Potable water and sanitary sewer service is available to the property and the property is within a few miles of the airport entrance and major highway access like the AC Expressway.

The property is already zoned for industrial and commercial development so that is not an issue.

We would like to include our property as a possible location for the Amazon HQ project. What other information can I provide to you?

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From: Max Slusher [<mailto:msslusher@aceanj.com>]
Sent: Tuesday, September 12, 2017 11:16 AM
To: Dave Goddard <dgoddard@olehansen.com>
Cc: Lauren Moore <lmoore@aceanj.com>
Subject: RE: Amazon Headquarters RFP

Hi David;

The RFP requires a minimum of 100 acres, with ½ million square feet to start. Also, there are detailed criteria in the RFP that the county is stretching its every fiber to meet.

At buildout, the site is supposed to host 30,000 to 50,000 workers.....so I think the 100 acres is a minimum. Please send me your details, we are still working to sort out if we can be competitive for this project.

I will brief Lauren on your submission.

Max

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From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Tuesday, September 12, 2017 11:09 AM
To: Max Slusher <msslusher@aceanj.com>
Subject: FW: Amazon Headquarters RFP

Hi Max,

I received your email from Tiffany CuvIELlo about the Amazon HQ RFP. See below. I am conferring with our team about our 30 acre tract on Tilton Rd as a candidate for this project. I think it would be prudent to through this into the mix as an eligible property. What do you need in the way of info from us as a property owner at this stage in the process for the RFP you are putting together for the Alliance?

Can you add me to your email list for future updates?

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Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
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Tiffany A. CuvIELlo, PP, AICP
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Sent: Friday, September 08, 2017 4:55 PM
To: mlsruher@aceanj.org
Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
Max Slusher; Brett Matik
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Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

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Tiffany Cuiello

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Thursday, September 14, 2017 3:02 PM
To: Max Slusher
Cc: Lauren Moore; Roger Hansen; Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP

Terrific, thanks Max. let me know of any other info you may need to support the response to the RFP. Thanks.

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dgoddard@olehansen.com

From: Max Slusher [mailto:mslusher@aceanj.com]
Sent: Thursday, September 14, 2017 2:55 PM
To: Dave Goddard <dgoddard@olehansen.com>
Cc: Lauren Moore <lmoore@aceanj.com>; Dave Goddard <dgoddard@olehansen.com>; Roger Hansen <rbhansen@olehansen.com>; Tiffany Cuiello <tcuiello@gtnj.org>
Subject: RE: Amazon Headquarters RFP

David,

Per Lauren,

We will include this property.

Best,

Max

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To: Max Slusher
Cc: Lauren Moore; Dave Goddard; Roger Hansen; Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP

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I will brief Lauren on your submission.

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From: Tiffany CuvIELlo [<mailto:TCuviello@gtni.org>]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

Dave,

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Tiffany A. CuvIELlo, PP, AICP

Township Planner
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300 E. Jimmie Leeds Road
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(609) 652-3700 ext. 246
tcuviello@gtnj.org

From: Max Slusher [<mailto:msslusher@aceanj.com>]

Sent: Friday, September 08, 2017 4:55 PM

To: msslusher@aceanj.org

Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist;
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Tiffany CuvIELlo

From: Tiffany CuvIELlo [TCuvIELlo@gtnj.org]
Sent: Tuesday, September 19, 2017 9:13 AM
To: 'manager@gtnj.org'
Subject: FW: Amazon Headquarters RFP

Tiffany A. CuvIELlo, PP, AICP
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From: Dave Goddard [mailto:dgoddard@olehansen.com]
Sent: Thursday, September 14, 2017 2:52 PM
To: Tiffany CuvIELlo
Subject: RE: Amazon Headquarters RFP

Hi Tiffany,

I attended the Atlantic County Economic Alliance meeting yesterday. Lauren Moore explained how this is working with Amazon. Here is what I learned.

- Amazon has contacted eastern state Economic Development departments about the RFP to develop an eastern HQ to complement their Seattle, Washington campus. I know you have seen the RFP, which has very specific requirements to satisfy about what they are looking for.
- NJ State EDA has contacted county ED agencies to request responses to the RFP. All 21 counties were contacted and invited to answer the RFP for properties in their county. See email from state below. The Alliance was taking the lead for Atlantic County.
- The ACEA has sent an email to all municipalities in Atlantic County from Max Slusher (see below) inviting municipalities to respond to the RFP with any properties which strictly meet the requirements of the RFP as well as other information contained in the RFP. There is a deadline to nominate properties of Friday, September 22.
- From what Lauren said in the board meeting and what I read below, the county and then the State will ultimately choose a few of the strongest property nominations which meet all the criteria to send to Amazon for their consideration and lobby for them at a state level.
- We certainly want to have you include our property in your municipal response, and we also recognize it may not meet some of the strict RFP requirement such as a metropolitan area of one million people. It has other pluses going for it like proximity to an international airport, Aviation tech center, recreational opportunities, quality of living, housing availability, infrastructure at the property, zoning.

That's all I know. I would suggest you reach out to Max or Lauren for any guidance if need be and let us know if there is any information on our property you may need to facilitate the municipal response.

Thanks, Dave

Dear Municipal Economic Developers:

As stated in the email below, the State of New Jersey has asked each county to assist them in compiling a comprehensive response to the Request for Proposal issued by Amazon for a second Corporate Headquarters. The Partnership for Action (Choose New Jersey, the NJ Business Action Center and the NJ Economic Development Authority) will be working to submit New Jersey's response to the Amazon HQ2 RFP. Atlantic County has requested that we distribute the Amazon requirements outlined in the attachment to all Atlantic County municipalities. If you believe that you have sites that meet the requirements outlined by the state's email, please submit them to us along with the information listed in the instructions by the end of business, Friday, September 22th. We will then include your information in the package we submit to the state.

Requirements that must be met for inclusion by the state into the response to the RFP, include: **metropolitan areas with more than one million people; urban or suburban locations with a significant labor pool with expertise in computer software development and engineering, executive management, legal, and accounting; direct access to mass transportation on site, and, real estate and infrastructure to support a minimum 500,000 square feet of space that can expand over time to support up to eight million square feet. (See attachment.)**

Please feel free to contact me if you have any questions.

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Dear County Officials,

As I am sure you have heard, last week Amazon issued a Request for Proposal (RFP) for its second corporate headquarters in North America (HQ2). A copy can be found [here](#). On behalf of the State, the Partnership for Action (Choose New Jersey, the NJ Business Action Center and the NJ Economic Development Authority) will be working to submit New Jersey's response to the Amazon HQ2 RFP.

This is an incredible opportunity for our State, and as such, we realize there will be significant interest for those seeking to bring Amazon to their city/county/region. We are looking to county leadership to assist us by helping to determine which cities/projects are interested in submitting materials to us for review related to the RFP response, and designating a point person for each submission.

We encourage you to work with your respective municipal leaders to identify locations that meet the criteria established by Amazon in its RFP. The State intends to submit the strongest possible proposal, identifying only those sites that meet all the main evaluative criteria set forth by Amazon. This includes metropolitan areas with more than one million people; urban or suburban locations with a significant labor pool with expertise in computer software development and engineering, executive management, legal, and accounting; direct access to mass transportation on site, and, real estate and infrastructure to support a minimum 500,000 square feet of space that can expand over time to support up to eight million square feet. Interested parties should provide an overview of the community and quality of life of the proposed location, focusing on available recreational opportunities, cultural amenities and other characteristics that make them unique. Responses that are not able to demonstrate an ability to meet the core preferences outlined in the RFP will not be included in the State's submission.

Attached please find the instructions, which we hope all those interested will find helpful.

To summarize, the PFA will be crafting the sections of the response related to Statewide information, available incentives, labor force, and logistics in terms of the overall narrative aimed at influencing the key decision drivers and the information request in the RFP. Interested parties should provide information on the site/location Core Preferences, and Sections I through V outlined above.

In order to thoroughly review any submissions for possible inclusion in the State's RFP response, **we ask that it be submitted to us no later than September 26**. Please submit any questions and your materials to amazonrfp@njeda.com. The PFA will offer consulting hours to interested parties on Monday, Tuesday and Wednesday of next week at EDA headquarters in Trenton. Please let us know by close of business this Friday, September 15, if you are interested by emailing amazonrfp@njeda.com. We will then confirm the date and time.

Melissa

Melissa J. Orsen
CEO
New Jersey Economic Development Authority
P.O. Box 990
Trenton, New Jersey 08625-0990
(t) (609) 858-6925

David M. Goddard
President/CEO
Ole Hansen and Sons, Inc.
4 Jimmie Leeds Road, Suite 3
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dgoddard@olehansen.com

From: Tiffany CuvIELlo [<mailto:TCuvIELlo@gtnj.org>]
Sent: Thursday, September 14, 2017 9:54 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: RE: Amazon Headquarters RFP

Dave,

I understand the Mayor has spoken with Roger. The Township would love this to work – I am not sure what is next but lets keep on top of it. I am sure you have spoken with Roger by now. I think there may be a meeting with the County or something.

Tiffany

Tiffany A. CuvIELlo, PP, AICP

Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuviello@gtnj.org

From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Tuesday, September 12, 2017 12:56 PM
To: Tiffany Cuiello
Subject: RE: Amazon Headquarters RFP

Hi Tiffany, I am not certain what we need to do exactly, but we can throw our property into the mix as a potential site for this development. What a fantastic opportunity this would be to have someone like Amazon in our township. What do you think are next steps? We have to balance some future needs for the Enlightened Solutions business presently on property around the existing clubhouse, but there is at least 300 acres available for the Amazon development.

Max told me to send him the details of our property, which I can do with the attached aerial as a starting point. I might cut out the area around the Odessa Ave clubhouse to avoid future confusion. We are also speaking to Barrette about a future sale of vacant land for their needs to expand into.

Let me know your thoughts.

David M. Goddard
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609-226-4209 Cell
dgoddard@olehansen.com

From: Tiffany Cuiello [<mailto:TCuviello@gtnj.org>]
Sent: Tuesday, September 12, 2017 10:07 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: FW: Amazon Headquarters RFP

Dave,

I am not sure, but maybe we can position the BHP tract?

Tiffany A. Cuiello, PP, AICP
Township Planner
Galloway Township
300 E. Jimmie Leeds Road
Galloway, NJ 08205
(609) 652-3700 ext. 246
tcuviello@gtnj.org

From: Max Slusher [<mailto:mslusher@aceanj.com>]

Sent: Friday, September 08, 2017 4:55 PM

To: mslusher@aceanj.org

Cc: Lauren Moore; Francine Palumbo; 'Howard J. Kyle (kyle_howard@aclink.org)'; leo@schoffergroup.com; AdminAssist; Max Slusher; Brett Matik

Subject: Amazon Headquarters RFP

Dear Atlantic County Economic Developers;

You may have heard that Amazon is searching for a second headquarters to complement their existing Seattle facility. The Atlantic County Economic Alliance (ACEA) is coordinating an application in response to Amazon's Request for Proposal (RFP).

I have taken the liberty of attaching the Amazon RFP to this email for your review and consideration. On page 2, half way down the page, are the Site and Building requirements that Amazon is seeking. If you have site(s) that you want included in the county application, please let me know before the end of next week (September 15th). We will include it in our county application if necessary requirements are met, such as size, zoning, and the ability to develop the site. Please send your nominations to me at mslusher@aceanj.com.

Please forward this email to all interested parties. Thank you for your time and have a great weekend!

Very best,

Max Slusher

Max Slusher

Director of Business Development

Atlantic County Economic Alliance

2009-B Hamilton Mall

4403 E. Black Horse Pike

Mays Landing, NJ 08330

609-245-0019

MSlusher@aceanj.com



Atlantic County is home to the FAA William J. Hughes Technical Center
The western hemisphere's preeminent civilian aviation research and testing facility!

Tiffany CuvIELLO

From: Max Slusher [mslusher@aceanj.com]
Sent: Thursday, September 21, 2017 10:22 AM
To: tcuviello@gtnj.org
Subject: FW: Amazon RFP

Tiffany....per Dave's request.

Max

Dave;

Need your teams input on these five points of submission to the state of New Jersey. I need your help on sections I and II especially!

- I. **Site/Building** – As described in the RFP, finding suitable buildings/sites is of paramount importance. As described by Amazon, "Amazon HQ2 is a transformational Project, and we must ensure we have the best real estate options available whether this be a redevelopment opportunity, a partnership with the state, local government, or new buildings. All options are under consideration."

Specifically, the materials submitted by the interested party must include:

- General site information
- Current ownership structure of the property
- Whether the state or local government controls the property
- Current zoning of the site
- Utility infrastructure at the site
- Opportunities to cultivate local culture and creativity into the Amazon HQ2 site
- Connectivity options: sidewalks, bike lanes, trams, metro, bus, light rail, train, and additional creative options to foster connectivity between buildings/facilities.
- Demonstration of the fiber connectivity on all submitted sites
- Demonstration of multiple cellular phone coverage maps to ensure optimal service

- II. **Time to Operations** – Please outline the permitting process and estimated timetable to initiate Phase I of Amazon's operations.
- III. **Cultural Community Fit** – The Project requires a compatible cultural and community environment for its long-term success. This includes the presence and support of a diverse population, excellent institutions of higher education, local government structure and elected officials eager and willing to work with the company, among other attributes. A stable and consistent business climate is important to Amazon. Please demonstrate characteristics of this in the response. Amazon encourages testimonials from other large companies.
- IV. **Community/Quality of Life** – The Project requires a significant number of employees. Amazon wants to invest in a community where its employees will enjoy living, recreational opportunities, educational opportunities, and an overall high quality of life. Tell us what is unique about your community.

Specifically, please include information on your community with respect to daily living, recreational opportunities, diversity of housing options, availability of housing near potential sites for HQ2, and pricing, among other information. Please also include relevant crime data and cost of living data.

- V. In addition, as part of your submission, please use the response as an opportunity to present any additional items and intangible considerations with respect to your county/city/region and community that Amazon should include in its analysis.

Max

Max Slusher

Director of Business Development
Atlantic County Economic Alliance
2009-B Hamilton Mall
4403 E. Black Horse Pike
Mays Landing, NJ 08330
609-245-0019
MSlusher@aceanj.com



Atlantic County is home to the FAA William J. Hughes Technical Center
The western hemisphere's preeminent civilian aviation research and testing facility!

From: Dave Goddard [<mailto:dgoddard@olehansen.com>]
Sent: Thursday, September 21, 2017 10:16 AM
To: Max Slusher <msslusher@aceanj.com>
Subject: Amazon RFP

Max, what is the realistic timeframe you need something from us on our property? I am speaking to our planners and engineers today on how to present the info you need. We should discuss. Can you call me when you have a minute?

David M. Goddard
President/CEO
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4 Jimmie Leeds Road, Suite 3
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609-965-4666 Fax
609-226-4209 Cell
dgoddard@olehansen.com

Tiffany CuvIELlo

From: Dave Goddard [dgoddard@olehansen.com]
Sent: Thursday, September 21, 2017 11:17 AM
To: Tiffany CuvIELlo
Cc: Dan Galletta; Max Slusher - ACIA (mslusher@aceanj.com); Terry Combs; Ron Curcio (rcurc@arh-us.com); 'John Helbig'; Roger Hansen; dpurdy@gtnj.org
Subject: FW: Amazon RFP

Hi Tiffany,

We just hung up with Max to coordinate the response to the RFP based on what he sent in an email below. Ole Hansen and ARH Associates are working on Sections 1 and 2 to provide specific answers and information for the site/building and land use approval timeframes as defined in the list below. We would need your assistance to adequately answer at minimum what I highlighted in yellow below., if you can provide assistance in those items from the Twp perspective.

Max said his team will prepare responses in coordination with your help on Sections 3, 4 and 5 and If we have any contribution to those sections, we will provide it as well. There may be other sections of the RFP not listed below that the Twp is working on as well with Max directly, such as incentives to be offered, that we are not involved in. we are concentrating on Sections 1 and 2 for the most part.

We are working toward a timeline to get Max the information by noon on Monday. We will consider some graphics for the site to support our narratives.

I will copy you on communications and submissions we prepare for your review and comment to get the most complete submission possible.

Give me a call with questions/comments.

Dave

David M. Goddard
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Galloway, NJ 08205
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dgoddard@olehansen.com

From: Max Slusher [mailto:mslusher@aceanj.com]
Sent: Thursday, September 21, 2017 10:20 AM
To: Dave Goddard <dgoddard@olehansen.com>
Subject: RE: Amazon RFP

Dave;

Need your teams input on these five points of submission to the state of New Jersey. I need your help on sections I and II especially!

- I. **Site/Building** – As described in the RFP, finding suitable buildings/sites is of paramount importance. As described by Amazon, “Amazon HQ2 is a transformational Project, and we must ensure we have the best real estate options available whether this be a redevelopment opportunity, a partnership with the state, local government, or new buildings. All options are under consideration.”

Specifically, the materials submitted by the interested party must include:

- General site information
 - Current ownership structure of the property
 - Whether the state or local government controls the property
 - Current zoning of the site – Redevelopment designations/explanations from Twp??
 - Utility infrastructure at the site
 - Opportunities to cultivate local culture and creativity into the Amazon HQ2 site
 - Connectivity options: sidewalks, bike lanes, trams, metro, bus, light rail, train, and additional creative options to foster connectivity between buildings/facilities. Include possible Galloway Transit stop connected by sidewalks to site.
 - Demonstration of the fiber connectivity on all submitted sites
 - Demonstration of multiple cellular phone coverage maps to ensure optimal service
- II. **Time to Operations** – Please outline the permitting process and estimated timetable to initiate Phase I of Amazon’s operations.
 - III. **Cultural Community Fit** – The Project requires a compatible cultural and community environment for its long-term success. This includes the presence and support of a diverse population, excellent institutions of higher education, local government structure and elected officials eager and willing to work with the company, among other attributes. A stable and consistent business climate is important to Amazon. Please demonstrate characteristics of this in the response. Amazon encourages testimonials from other large companies.
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Specifically, please include information on your community with respect to daily living, recreational opportunities, diversity of housing options, availability of housing near potential sites for HQ2, and pricing, among other information. Please also include relevant crime data and cost of living data.

- V. In addition, as part of your submission, please use the response as an opportunity to present any additional items and intangible considerations with respect to your county/city/region and community that Amazon should include in its analysis.

Max

Max Slusher
Director of Business Development
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