



Donald P. Wagner, Mayor

cityofirvine.org

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October 12, 2017

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

Dear Mr. Bezos and Board of Directors:

The City of Irvine has prepared this unique proposal to serve as Amazon's second headquarters because no other city in North America can offer you a fully financed and fully approved headquarters in the center of the country's largest technology recruitment region. And no other city has partnered the way we have with the Irvine Company, our business community, and the entire Orange County region to become Amazon's perfect HQ2 site.

Nearly 50 years ago, the City of Irvine was established with a comprehensive master plan creating balance between jobs, housing, and an active, outdoor lifestyle. Today, we are a thriving city of nearly 270,000 residents in the middle of Orange County, the sixth largest county in the U.S. with 3.2 million residents. Orange County is geographically located adjacent to Los Angeles to the north and San Diego to the south. This coastal Southern California region has more than 16 million residents attracted here by the weather, the diversity, an entrepreneurial culture, and the breathtaking scale of opportunities found nowhere else in the world.

We understand Amazon's top priority to be the recruitment and retention of the best and brightest minds. By locating its headquarters in Irvine, Amazon will have access to nearly 415,000 STEM workers, the largest pool in North America. It will also have access to more than 130 higher education institutions (including seven world-class, Top 50 ranked universities), which collectively produce more than 30,000 STEM graduates per year. Our proposal details all the supporting facts that make Southern California – with Irvine at its center – the largest and best opportunity for Amazon to achieve its goal of locating 50,000 employees in 8 million square feet of first class office space.

Nearly 72% of our adult residents have a bachelor's degree or higher, ranking No. 1 across large cities in the U.S. And 32% of Irvine's adult population holds a master's degree or higher, ranked No. 2 in the nation.

Amazon asked for cities to apply with a large university in their midst. The master plan of Irvine began with the big idea of building an education-oriented city around a major public university. The Irvine Company donated 1,000 acres in 1959 to make it happen and today the University of

California, Irvine has 34,000 enrolled students, of which 42% of undergraduates obtain a degree in a STEM related field.

U.S. News & World Report recently ranked UCI the 9th best public university in the nation for the third consecutive year. Our proposal provides important details on its programs, as well as other top universities in Orange County and the region. Additionally, the Irvine Unified School District is one of the finest in the nation. Astoundingly, 90% of our high school graduates go to college!

Irvine was just designated for the 12th year in a row as the safest city of its size in America. And, we are most proud of our diversity, with residents coming from every corner of the world to enjoy our lifestyle as we celebrate our many cultures with festivals and programs.

But recruitment is only half the battle. *Retention* of the best requires not only a great workplace but a great lifestyle. Irvine's weather and natural setting are the envy of the world, with famous beaches and surfing within minutes of Irvine. Moreover, our city has a master-planned open space system that is one of the largest per capita in the United States, and includes 16,000 acres of protected natural open space and more than 360 miles of bikeways. We are building the 1,300-acre Orange County Great Park in the middle of our city that is 1.5 times larger than Central Park in New York.

We are an easy drive to world-class entertainment, arts, and culture that can be enjoyed year round due to our climate and location.

Irvine has been selected as one of only 10 communities for the initial rollout of Google Fiber. Google Fiber is actively building out its network and expanding its commercial and residential customer base throughout Irvine.

I hope our proposal demonstrates the natural strengths of Irvine. But it is also important to consider the ease with which Amazon can set up and operate its second headquarters in Irvine. That starts, again, with the Irvine Master Plan, which has a central business district consisting of a rich mix of office, housing, retail, and entertainment. We call it the Irvine Spectrum. Because of the forward-looking master plan, the Irvine Spectrum has already been designed for 30 million square feet, and can accommodate your 8 million square foot requirement without any new government entitlements.

As to assembling 8 million square feet once you have picked a city, please consider the letter in this proposal from Donald Bren, Chairman of the Irvine Company. The Irvine Company has stepped forward to finance all 8 million square feet. They have the approved land, buildings, and financial credit to meet or beat your schedule with just one company. Our other property owners in the Irvine Spectrum stand ready to help as well. No other city in North America can offer Amazon this level of certainty. Assembling that much space elsewhere could very likely require working with dozens and dozens of owners in other cities, creating unknown costs and requiring uncertain, and expensive, government approvals. Irvine avoids all of that.

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With respect to Amazon's workforce, there are 9,000 apartments in the Irvine Spectrum and 2 million square feet of restaurants, retail, and entertainment making the Irvine Spectrum of today a walkable, bikeable thriving downtown.

Moreover, the Spectrum's Irvine Station is the second-busiest rail station in Orange County, serving more than 1 million commuters annually and connecting Irvine with Los Angeles and San Diego Counties. Los Angeles International Airport is 36 miles away and Irvine's regional airport, John Wayne, services 11 million passengers annually. It is the sixth busiest airport in California. It is on our border with Newport Beach and is ranked by J.D. Power as the Best Large Airport in North America for customer satisfaction.

In short, we invite you to ask the 900 technology companies that call Irvine home, including your Amazon office in Irvine, about our amenities and lifestyle.

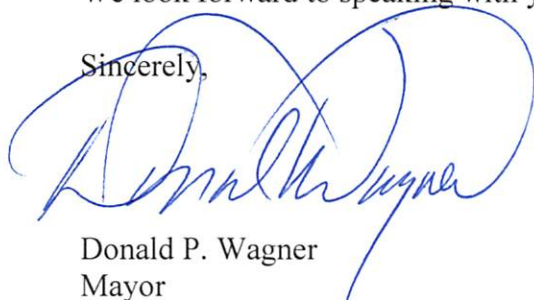
Through our forward planning and the Irvine Company offer, we believe that Irvine can save Amazon \$5 billion it will otherwise have to spend to buy, design, and entitle land and buildings for its new campus.

Our master plan is our incentive to utilize our long-range forward planning to cut time and risk. Our state, county, and city transportation agencies have a region wide, \$11 billion, 10-year road map of planned projects for this area, to allow us to grow our business community and maintain mobility. We also have a commitment from Governor Brown to expedite projects that will improve mobility in our region. We plan for growth decades in advance, and are in the unique position to accommodate your requirements.

Irvine is excited about the opportunity to showcase itself, and more so, about the prospects of welcoming Amazon's HQ2 to our wonderful city!

We look forward to speaking with your Selection Team.

Sincerely,



Donald P. Wagner
Mayor

cc: Irvine City Council
Sean Joyce, City Manager