



October 2, 2017

Mr. Jeffrey Bezos, Chief Executive Officer
Amazon.com, Inc.
1200 12th Avenue South, Suite 1200
Seattle, Washington 98144-2734

Dear Mr. Bezos:

I write on behalf of the people of New Castle County in support of the State of Delaware's proposal to Amazon to locate its second North American headquarters in Delaware.

The people of New Castle County are excited to collaborate with our state and federal delegations to welcome you to New Castle County. New Castle County is already home to two Amazon warehouses, and Delaware's largest county is the ideal urban and suburban location for HQ2.

It is hard to find a better location to attract the highest quality young and mid-career talent. About 2.5 million people live within a 30 mile radius of New Castle County. Our county is among the nation's leaders in number of PhDs per capita. Within 150 miles of each of our proposed locations, you will find over 250 colleges and universities, including two of the top five national universities, according to US News & World Report. That is one reason we have a unique culture of innovation, starting with the founding of the DuPont Company here 214 years ago.

It is hard to find a more proximate location to leading East Coast markets. Within 350 miles of New Castle County, a six hour drive, you will find nearly one-third of the entire population of the country. Further, you are within two hours, by car or train, to both the commercial capital and the governmental capital of our country. Every passenger train between New York and Washington, DC stops in downtown Wilmington. In fact, by locating in New Castle County, your employees will have a choice of living in any of four states, all with a commute of under 20 minutes.

It therefore is no surprise that so many large and growing companies make their home in New Castle County, given the low cost of living, excellent quality of life, and easy access to Washington, DC, Baltimore, Philadelphia, and New York City.

We are the third friendliest state for cyclists nationally, according to the League of American Bicyclists. We know. Amazon and Washington state are number one. I am a bike commuter myself and particularly eager to collaborate with Amazon to challenge Washington for number one.

New Castle County government is committed to assisting in any way we can, and we are prepared to offer the following incentives to support the state's proposal:

- Tax Exemption – For property acquired within New Castle County's corporate limits, I will propose to County Council an ordinance exempting Amazon from County taxes for any increase in assessed valuation that may result from new construction or renovation of existing property. County Council approved a similar proposal months ago, and we are confident County Council would approve such an exemption without controversy.
- Permitting and Land Use – New Castle County is committed to expediting permit processing for Amazon. A recent County initiative scrutinizes the time from initial proposal to certificate of occupancy in days, and we will resolve swiftly and efficiently any zoning issues that may arise. In Delaware, we bring all the stakeholders around the table early and often and resolve potential issues honestly, transparently and efficiently.
- Airport Use – The County owns and the Delaware River & Bay Authority operates the Wilmington Airport (ILG), with three major runways, ten taxiways and several aircraft parking ramps. We look forward to expanding air cargo and passenger capacity and designating runways for Amazon's exclusive use.

There is no better HQ2 for Amazon than New Castle County. We will do what it takes to make HQ2 NCC a reality and to collaborate with you for generations to come.

Yours in service,



Matthew Meyer
County Executive