#### PROPOSAL REQUIREMENTS

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

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



# ELAINE

Entrepreneurs Landing Amazon in New England

# HQ 2 Be Proposal

including

"Amazon Airport"

"The Amazon Arena"

"Amazon is IT".

"E-Zos"

Audio supplements from ELAiNE (30 min) may be heard while reading at:

youtu.be/Bky0tjZwgzc?hd=1 somup.com/cb6DcOVq8O Oct 16, 2017

www.youtube.com/watch?v=ZLLpVJcaHgM www.youtube.com/watch?v=k1Uqj9pcNy4 Oct 19, 2017

Preliminary (10 pages) Proposal Submitted Oct 16 at 12:01am. Final Proposal (12p + links) Submitted October 19, 2017, at 4:55pm

"Confidential" to Amazon's Assessors and members of ELAiNE\*

### Entrepreneurs Landing Amazon in New England

Entrepreneurs Landing Amazon in New England ("ELAiNE"), is a group that is not formally affiliated with any state entity. Indeed, our proposal spans two states: Massachusetts and Connecticut. The proposed HQ2 sits between Springfield MA and Hartford, on the grounds of Bradley International Airport, to be potentially known as "Amazon/Bradley" or simply "Amazon Airport".

The significant parcels on or adjacent to Bradley Airport for Amazon's use are:

A) The 199,000 sq ft building at 1 Hamilton Rd., Windsor Locks CT, with parking for 900 cars. This is currently "swing space" for United Technologies (UTC) which has a much larger building to the north.

http://www.loopnet.com/Listing/1-Hamilton-Rd-Windsor-Locks-CT/3704689/

#### and

 $\frac{\text{https://www.google.com/maps/place/1+Hamilton+Rd,+Windsor+Locks,+CT+06096/@41.9245253,-72.6870762,815m/data=!3m1!1e3!4m5!3m4!1s0x89e6fe132f756a1b:0xd62e069e0a054e11!8m2!3d41.919089!4d-72.6850163}$ 

- B) 43 undeveloped acres in Windsor Locks, zoned B-3, which is across the street from 1 Hamilton, with access to Schoephoester Rd., the edge of Airport property. http://www.loopnet.com/Listing/Hamilton-Rd-Windsor-Locks-CT/3932228/
- C) 264 undeveloped acres within the CT Airport Authority's domain of "Bradley/Amazon" Airport. This exceeds the acreage of the three closest four-year colleges (Bay Path University, University of St. Joseph, and Trinity College total 248 acres). <a href="https://www.google.com/maps/place/Perimeter+Rd,+Windsor+Locks,+CT/@41.9495081,-72.6927139,3258m/data=!3m1!1e3!4m5!3m4!1s0x89e6fdc0475eb01f:0xb77e029ce9635428!8m2!3d41.9459572!4d-72.6851286">https://www.google.com/maps/place/Perimeter+Rd,+Windsor+Locks,+CT/@41.9495081,-72.6927139,3258m/data=!3m1!1e3!4m5!3m4!1s0x89e6fdc0475eb01f:0xb77e029ce9635428!8m2!3d41.9459572!4d-72.6851286</a>

The parcel is located within the Connecticut Airport Authority, just north of the main runway. "Perimeter Road", runs through it. The CAA was spun off of state government in 2011, to be an independent arm for good, safe development. The CAA is empowered with great flexibility in planning and zoning approvals.

For A) and B) the town of Windsor Locks, Bradley's home, is very business friendly. They face a downsizing of properties -- UTC is consolidating its "Hamilton Sundstrand" operations into one, leaving a 199,000 sq ft building and 6 acre parking lot for a new occupant 1/2 mile from the Airport perimeter and adjacent to the 43 acre Windsor Locks parcel. UTC's use of the building is "swing" space now, and they can be completely vacated within six months, according to broker James Panczykowski.

# **SAVING Money: As Important as Earning it.**

After taxes, saving money helps the net profits more than earning money. Here is how ELAiNE is out to save Amazon billions:

1) Extensive use of drone deliveries. Delivery costs are 10% of Amazon's revenues and 500% of Amazon's net income. A 40% delivery cost reduction triples Amazon's net income.

Connecticut has people pioneering drone regulation, and ELAiNE has an Embry-Riddle University Professor who has extensively modeled regulation for recreation and commerce,

including safe flight, delivery, packing, and pick-up. ELAiNE also has two candidates for Governor, each of whom wants to see Connecticut at the forefront of sensible drone regulation. Amazon will be a beneficiary of Connecticut's drone delivery work, and also a beneficiary in all states that follow Connecticut's lead. A governor can only control his state. But FAA regulators are looking for leadership in the area of drone deliveries. They need guidelines for responsible safe, efficient commerce. Connecticut is going to provide them. Amazon will be an experiment, but Amazon will be the prime beneficiary.

- 2) The second area where our state might influence the feds saves Amazon money. We will go further than CCA Section 52, which protects intermediaries like Amazon from suit for bad products that they have no reason to suspect were deficient. Connecticut would go further, with protective legislation that puts the burden on the buyer to show that the seller had every reason TO suspect a deficiency. "Caveat Emptor" had meaning 2000 years ago, and it still does in our legislative world.
- 3) Northern Connecticut keeps your employees' wages from going especially high. Whereas metro Seattle has 22 Fortune 500 companies in the Internet / Technology businesses, our region has only ONE. For those who might want to jump to a more interesting industry, Seattle has an abundance; Hartford-Springfield does not. There will be far fewer competing offers for employees' skills.
- 4) Finally, there may be a below "market" buying opportunity in the coming years. This governor candidate does have federal ties. He's the Founder of The Resistance <a href="https://www.weresist.us">www.weresist.us</a>. (That's not the radical leftist group that just took hold since Trump's election, but a liberty-oriented group since 2013 that supports candidates of all parties looking to reduce unnecessary government.) Every Resistance Candidate in 2016 was in favor of selling off the US Postal Service to the most appropriate private bidder. Amazon will have the inside track.

#### **Amazon Clout In A Small State**

Amazon at even 30,000+ employees becomes the state's largest employer. UTC employs 25,000 statewide. Their largest research plant at 35 Hamilton Rd. will be adjacent to at least one of Amazon's Buildings at 1 Hamilton Rd.

Our group is Entrepreneurs. We have some sophisticated business people, and some political leaders. But we are NOT tied to any state or any agency. Western Massachusetts and Northern Connecticut will thrive with Amazon here - if we need state involvement, we'll be able to get it done.

#### **Amazon Clout In a State That's Been Beaten Down by Government:**

Connecticut's voters will look to business leaders more readily because their political leaders have clearly failed them. Seven Governor candidates have had only business experience.

### Northern CT Crime: relatively low.

Seattle and four surrounding towns of Bellevue, Kirkland, Redmond and Woodinville have per 100,000 crime rates of

438 227 168 186 224

http://www.city-data.com/crime/crime-Redmond-Washington.html

Edmonds and Shoreline have rates of

173 181

#### http://www.city-data.com/crime/crime-Edmonds-Washington.html

Burien, Sea-Tac, and Tukwila, towns by Seattle's airport, are at 691 496 1041

By contrast, in Connecticut,

Windsor Locks and four surrounding towns of Granby, Simsbury, Suffield, and Windsor have per 100,000 crime rates of

87 39 30 31 92 \*

No data is available for East Granby, which is the suburban town just west of Windsor locks. <a href="http://www.city-data.com/crime/crime-Windsor-Locks-Connecticut.html">http://www.city-data.com/crime/crime-Granby-Connecticut.html</a>

# **Cost of Living: Relatively Low**

It's less expensive here. Hartford-Springfield is not Metro Boston or Metro New York. Median home prices are \$204,000 and \$240,000 in Hampden County and Hartford County respectively. By comparison, median prices are \$528,000 and \$415,000 in King and Snohomish Counties, respectively. (These are year old figures – a Sept 2017 report put the King median at \$625,000 and Snohomish at \$440,000.) We can't keep up. Thank goodness.

Whereas Snohomish home prices are approximately 5 times median family HHI, and King home prices are approximately 6 times median family HHI, only one Hartford County town is above 2.9 times median family HHI. In Hampden County, only Springfield, the lowest income city at \$39,895 median family HHI, has a housing price above 3.4 times median family HHI. To be specific:

Median family HHI	Median Home Price 2016
	\$198,000
\$118,000	\$327,000
\$40,000	\$144,000
\$63,000	\$211,000
\$162,000	\$344,000
\$85,000	\$230,000
\$97,000	\$271,000
\$76,000	\$164,000
\$78,000	\$181,000
\$111,000	\$245,000
\$109,000	\$359,000
\$108,000	\$282,000
\$100,000	\$281,000
\$102,000	\$294,000
\$91,000	\$206,000
\$70,000	\$187,000
	\$77,000 \$118,000 \$40,000 \$63,000 \$162,000 \$85,000 \$97,000 \$76,000 \$78,000 \$111,000 \$109,000 \$108,000 \$102,000 \$91,000

## **Northern CT Education: Relatively High**

Connecticut has very good public schools. Teacher pay is second highest in the nation, and average SAT scores typically land Connecticut in the top five. Connecticut parents tend to spend a lot on education. A high percentage of Connecticut students stay close to home.

College undergrads and graduate students: Amherst to New Haven (I-91 Corridor, a.k.a. "the Knowledge Corridor"), all within 1 hour of Bradley/Amazon HQ:

#### 4-year colleges

. year coneges	
UConn	32,000
UMass	28,000
Yale	12,000
Central Ct S U	12,000
Quinnipiac	9000
UHartford	8000
Southern Ct S U	8000
Springfield Tech	6000
Westfield State	6000
UNew Haven	5000
Eastern Ct S U	5000
Western New Engld	4000
AIC	4000
Trinity	4000
Post University	4000
Smith	3000
Goodwin	3000
Univ. of St. Joseph	3000
Wesleyan	3000
UConn Waterbury	2300
UConn Hartford	1700
Mt. Holyoke	2000
Amherst	2000
Baypath	2000
Springfield College	2000
Albertus Magnus	1500
Elms College	1000

#### **Community Colleges**

community concest	
Manchester	14,000
Middlesex	10,000
Tunxis	7000
Gateway	7000
Holyoke MA	6000
Naugatuck	6000
Capital	5000
Three Rivers	4000
Asnuntuck	3000
Northwestern	2000
Greenfield MA	2000

TOTAL 240,000

Perhaps most importantly: Connecticut families SPEND a lot on education. Though the public schools are ranked highly, CT is #1 in private school (secular) attendance.

Connecticut is home to 17 boarding schools, and Western MA has eight more. They bring in sharp students from around the nation and internationally, particularly, of late, from China.

### The Political Landscape: So-So. But Getting Better.

From North to South, here is a candid picture of what our DMA's politics look like:

**Hampden County (Western Mass.)** - The MA border is 8 miles away from Amazon/Bradley. Springfield, the state's third largest city, is 12 miles away. Massachusetts has been governed by Republican Charlie Baker since 2014; he is seeking re-election and polls right now put him as one of the safest seats for re-election. Mr. Baker is considered even more business friendly than Mitt Romney, the state's governor from 2003 to 2007.

Western Mass. is considered an afterthought to many in Metro Boston. Residents are sensitive to it, and Governor Baker has and will continue to placate the region with some state favoritism, compared to the Boston behemoth.

Hartford-Springfield Airport (Bradley International) - The second largest airport in New England is governed by the Connecticut Airport Authority. The CAA is entrusted to progressively develop the airport and the surrounding grounds, and has great authority to do so, without State impediments. CEO Kevin Dillon is a 40 year manager of CAA and six prior airports. Despite stagnant population, in this decade Bradley Airport has brought in direct flights to Denver, Las Vegas, Los Angeles, and San Francisco, and: Amsterdam, Dublin, and Edinborough. Bradley - Amsterdam was discontinued in 2015, but "Amazon – Amsterdam" would have appeal. The large city for which we lack direct flights  $\otimes$ : Seattle.

The CAA would like to grow. That's in terms of air traffic and ground traffic. The new Springfield to New Haven rail line takes effect within 1 year, and CAA pledges 24-7 shuttle service to the Windsor Locks station three miles to the east.

**Hartford (City of)** -- The capital city has a government that has created hardship for its residents. The city is likely to declare Chapter 9 Bankruptcy. We at ELAiNE view this is a GOOD thing. The people and institutions are still in Hartford (it has gained a strikingly high under-30 population over the last two years) and Hartford is now ranked at

#6 in "Most Romantic Cities for Boomers" (who knew?)

#14 for "America's Most Playful Cities" and

#15 for "Most Energetic Cities".

In other words, the Government is the problem; the businesses and the people are in very good shape.

Fortunately, governments can change rapidly. The Bankruptcy threat has finally forced officials to come to a reckoning with irresponsible spending. An actual filing frees Hartford of tough creditors, including highly compensated retirees on city pensions. Everyone in Hartford, even union members, knows that they can no longer repeat pension largesse. They also want to compete to become the top small eastern city. In the 1870s, when Mark Twain settled here, Hartford was home to the National Baseball league and is estimated to have had the highest per capita wealth in the nation.

**Hartford, (State Capital)** -- State government is getting better. It too faces deficit problems, but many of its leaders are grappling with them, finally. We at ELAiNE view this as very good. A Democrat governor has proposed reducing the insurance revenues tax from 1.75% to 1.25 or 1.50%. Last month, eight Democrats crossed party lines and voted for a more fiscally-responsible Republican-proposed budget. They have been lauded for doing the right thing politically, and we expect a "business-first" attitude to continue.

Connecticut has an open seat for Governor in 2018. All the declared candidates so far, even the self-styled "progressive", espouse pro-growth policies. Two of the candidates, one Republican and one "JFK Democrat" (fiscally conservative) are part of the ELAiNE group submitting this very proposal. At least one is pledged to offer the other a prominent position in the state's business affairs should he get elected. One is fiercely "Free Market"; the other is close. They are pledged to giving a "smooth landing" in terms of regulation. One would only use minimal state money for this, but would reduce regulatory impediments **dramatically**. One would reduce the state Income Tax to **0% for citizens and 3% for corporations** (afforded by privatizing many welfare functions). One will install a Cyber Crime Institute as a 4-year college. There students can train in protecting governments, businesses, and individuals from theft. Some of their tracings up the "criminal food chain" will be shared with other states and potentially the feds. Amazon will be an excellent first employer for many for these students. While Connecticut will still be a good spot for Amazon without either of these men in the Governor's chair, it will be GREAT for Amazon if one of them is.

**New Haven (southern CT).** Anchored by Yale University and five pharmaceutical research firms, New Haven is a cauldron of creative activity. Here too, the business is better than the politics. New Haven is another city with fiscal problems. This one is not as poised to rectify them as is Hartford. Fortunately, the brainpower among the over-30 set live in the surrounding suburbs - Branford, Hamden, North Haven, Wallingford & Woodbridge all have solid and safe suburban communities that tend to stay aloof from New Haven's political wrangling. The state's Senate Republican leader is from North Haven, and the state's Senate Democrat leader is from New Haven.

# Connecticut and its big appealing neighbors.

Connecticut residents get Boston and New York on their terms. The theatres, restaurants and museums are close for evening and weekend travel, with residents able to settle in back home for the night. Literally a Hamilton Road employee can leave work at 5:00 and be at Fenway Park for a 7:05pm Red Sox game. His colleague wanting to see the Yankees can travel from Windsor Locks exclusively by train to a Yankee game, or by car make a 136 minute drive.

Just as Seattleans\* have "escapes" of Vancouver to the north and Portland to the south, Connecticut residents have Boston to the northeast and New York to the southwest. But ours are 60 to 120 minutes less travel, and there's no border crossing.

Those nearby cities are home for recruiting even more talent than the 240,000 students provided in the corridor from Springfield to Yale:

Amherst (55 minutes), Brown (110 minutes), Columbia (135 minutes), Dartmouth (130 minutes), Harvard (115 minutes), MIT (110 Minutes), RPI (105 min), Smith (45 minutes), Wellesley (105 minutes), Williams (120 minutes), WPI (80 minutes), and Yale (55 minutes). The Ivy League is completed with Cornell (4 hrs 5 minutes), Princeton (3 hrs 35 minutes) and UPenn (4 hrs. 10 minutes). You want Bayesian scholars and programmers; you will find them here. You want cloud computing engineers; they too are here in abundance. You want masters of crowdsourcing for Amazon MP3; you will draw them here.

If you estimate the number of undergrads and graduates 35 and under in this area, it's conservatively over 700,000 at any given time.

One of our Group is an educator; he counsels high school students on smart college choices. Seattle is never among them. Seattle is a neat city, yes; but for college and grad school, Seattle's draw is primarily for disenchanted Californians and the latte crowd. It is not as natural a home American engineers who want to get down to business and be enveloped in a Boston - New York business fever.

Even for those who have deep fondness for Seattle, Amazon has a harder time holding on to them than it will in Hartford-Springfield. Amazon is one of 22 Fortune 500 Internet / Telecom companies in Greater Seattle. In Northern CT, Amazon will be one of TWO (the other is #462 Amphenol \$5.6 billion, a telecommunications equipment manufacturing company based in Wallingford).

In Seattle the talented industry-switchers have cool firms like Blue Nile, Miramax, Nordstrom, QVC, Starbucks, and Tommy Bahama. In Hartford-Springfield they have only a defense contractor (UTC), a boring tool manufacturer (Stanley/Black & Decker), and a bunch of more boring insurance firms. Bottom line: in Connecticut, Amazon will be IT. Once employees come, it will be easier for Amazon to keep them.

# Fun in Connecticut: Beaches, Mountains, and Hockey (?)

Residents remark that the hills are "everywhere". Though on the dense side, there are forests in every Connecticut town. All beaches on the Connecticut side of Long Island Sound are within 90 minutes' drive of Amazon Airport; the 2000' ski areas of southern and Central Vermont are 100 to 200 minutes away.

Connecticut lost its NHL franchise 20 years ago. Our Democrat Governor candidate is dedicated to bringing an NHL team back to Hartford. (Indeed, his one and only abnegation: "if an NHL team is not skating here in 4 years, DON'T re-elect me!"). The arena is still in use, and a redeveloped arena could very well be renamed the "Amazon Arena", home to the NHL's Connecticut, Hartford, or "New England" (as it originally was) Whalers.

Partial Amazon ownership is in the offing. This is unlikely to be a money-maker, but it's a GOOD recognition-maker. The Whalers are still considered nationally as a "cult" team, <a href="https://www.youtube.com/watch?v=cxdTsV6pasg">https://www.youtube.com/watch?v=cxdTsV6pasg</a> and ESPN (HQ in Bristol CT) can easily broadcast snippets of every Whalers game at Amazon Arena.

# Fun in Connecticut for Little Ones: LEGO, Kids Corner, Kidtivity....

Lego's North American Headquarters are in neighboring Enfield. They put on commercial displays routinely, and offer themselves to junior "building projects" in elementary schools. Again, parents amply spend on wholesome activities for their children. Kids Corner, Kidtivity, and Bravissimo Music are three organizations that span the state to bring activities to youngsters. Every week another kid-friendly business pops up in the state. More can be seen at <a href="https://www.visitconnecticut.com/state/family-activities/">www.visitconnecticut.com/state/family-activities/</a> and www.kidscornerct.com.

### **EZ Online Satisfaction ("E-ZOS")**

You may be looking for "only" corporate HQ, but we want your largest warehouse east of the Cascades to be HERE. Deliveries will be facilitated by the most permissive allowances possible. When you can do good venturesome business, we stand aside. If you are using smart-trucks on our roads, we encourage it. If your drivers are using "smart-glasses", we will not restrain them. When you are experimenting with drone deliveries, we'll be asking people to respect your commerce.

This is a state whose residents have been so beaten down by over-regulation and reduced commerce, that we'll go a long way to see the benefits of less regulation and more commerce. Again, we're not bad now, and getting better.

The best is yet to come. The same people who have inspired New Hampshire's "Free State Project" want to make Connecticut their "southern sister". With "Live Free" Governor candidates in both the Democrat and Republican parties, and Libertarians making inroads in many municipalities (watch the city of Norwich CT's election returns on Nov 7), Connecticut will be more likely to follow through on "smooth landing" promises than most states. Our slogan "Still Revolutionary" applies to changing commerce for the better. In a small state, you can drive it. We look forward to working with you, and becoming part of you.

# In Summary:

We need you. Connecticut voters KNOW we need you. It means that here in a state beaten down by bad government, if you say "jump", we say "how high".

Connecticut was settled 400 years ago, by the Dutch. You can help make CT the best it's ever been. And we think we can make Amazon the best IT's ever been. Mr. Bezos, in the near future your holdings will exceed \$400 billion. Nobody will catch you. Northern CT is happy to propel that.

Respectfully Submitted:

Mark Stewart Greenstein

For

Daniel DeNoia – FUSCO construction David Neeleman – Jet Blue, Azul, and Azura Airlines David Walker – Former U.S. Comptroller

Greg Ugalde - T & M Building

Ira Klein - Counsel to TMV. Former Counsel to Dow Chemical and Union Carbide

June Klein - President, Technology & Marketing Ventures, Inc.

Mark Wolman -The Waterford Group (largest Hotelier and Conference Center in Hartford),

Shari Cantor - Mayor of West Hartford

Wayne Grier - Founder of AYS Transportation, and

#### Tangentially:

The CT Airport Authority Officers: Kevin Dillon, Bob Bruno, Al Gavelek, and Alex Peterson.

Hartford Rail Line Stations between Springfield and New Haven. Source: Wikipedia. Embellished at mile 109 by ELAiNE.

Milepost	Station	in service date	Connections/notes
94	Springfield Union Station	2018	Amtrak: Lake Shore Limited, Northeast Regional, Vermonter Pioneer Valley Transit Authority (local buses) Greyhound Lines Peter Pan Bus Lines
102	Enfield Station	in design	Enfield Magic Carpet Bus
109	Windsor Locks Station  2.5 Miles to One Hamilton Rd.	2018	Amtrak: Northeast Regional.  Amazon-Bradley Shuttle. Proposed by ELAiNE, agreed to in preliminary spirit by The Connecticut Airport Authority officials.
114	Windsor Station	2018	Amtrak: Northeast Regional CT Transit Hartford
120	Hartford Union Station	2018	Amtrak: Northeast Regional, Vermonter  CTfastrak CT Transit Hartford Peter Pan Bus Lines
123	West Hartford Station	in design	☐ CTfastrak
131	Berlin Station	2018	Amtrak: Northeast Regional, Vermonter
138	Meriden Station	2018	Amtrak: Northeast Regional, Vermonter
144	Wallingford Station	2018	Amtrak: Northeast Regional, Vermonter
155	New Haven State Street Station	2018	Shore Line East  MetroNorth: New Haven Line CT Transit New Haven
156	New Haven Union Station	2018	Amtrak: Acela Express (to NYC, Providence, Boston MetroNorth: New Haven Line (commuter line to Fairfield & NYC)  CT Transit New Haven, Greyhound Lines, Peter Pan Bus Lines  Yale University Shuttle and MegaBus (to NYC)

#### **CLARIFYING INFORMATION REQUESTED NOT ADDRESSED ABOVE:**

- 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. 1 Hamilton Rd. is 199,500 sq ft. Built in 1964 and wholly owned by United Technologies, it is on the market for \$4,500,000. It can be vacated within 6 months of sale. Full energy for technical uses and 900 parking spaces. The building is "swing space" for UTC now.
- 2. Please provide a summary of total incentives offered for the Project by the state/province and local community...

  The only incentives needing state approval is if there is special shuttle use to and from the Windsor Locks station of the Hartford Rail Line. Airport development is within the CAA and state approvals are NOT sought or needed. Off-site approvals would be the Town of Windsor Locks and the Town of Suffield. Section 408 of the Windsor Locks code make approvals for education classes and now (as of this week) expands to industry uses. Windsor Locks' AIOZ Airport Interchange Overlay Zone, at this point, applies to limited properties in proximity to Route 20, which is 200 feet from the runway's end.

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. This group is not tied to any state entity except the quasi-public CAA, which has made no formal incentive promises.

- 3. Please provide a timetable for incentive approvals at the state/province and local levels, including any legislative approvals that may be required. This Group (ELAINE) is dedicated to moving quickly. This group was only made aware of the RFP on Sunday Oct 8. ELAINE came into existence the next day, and consolidated on Thursday October 12. The research was completed on Saturday and Sunday Oct 14 and 15, The proposal was written start-to-finish in one day, Oct 15, and submitted at 12:01am on Oct 16. We realize this is not as sophisticated as what likely every community with state backing has. We think good ideas, swiftly implemented, might override the pizzazz of other proposals that took several weeks. Our can be a work in progress if given the "green light" to flesh out more.
- 4. 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. Connecticut has a \$10.10/hr minimum wage. CT has a relatively low turnover rate. MA is higher, but that's skewed by Metro Boston. Turnover in Western MA likely mimics the relatively placid rates of Connecticut. According to Compdata, Connecticut's is LOWEST in the nation at 11.5%. Our neighbors Rhode Island, Maine, and Massachusetts are 2<sup>nd</sup>, 3<sup>rd</sup>, and 6<sup>th</sup> respectively. (Oklahoma is highest, at 21.5%. At 16.5% Washington is 28<sup>th</sup>.).
- 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. The University of Connecticut partnered in 2013 with Connecticut's largest employer, UTC to create an undergraduate "pipeline" to industry, called the Institute for Advanced Systems Engineering. <a href="http://utc-iase.uconn.edu/">http://utc-iase.uconn.edu/</a> The Cyber Crime Detection hive will be a direct grad student → Amazon intern pipeline. Connecticut's Democrat-Libertarian governor candidate has proposed it, and at least two legislators have embraced attracting more youngsters to a campus that enhances industry and protects institutional security. A private firm that teaches logistics, TMV, is committed to integrating undergraduates with business while they are in school. TMV's President envisions Amazon services like Echo, AWS and safe robots mass incorporated into senior living facilities and used as a model holistic solution. At the high school level, magnet schools dedicated to technical fields, including "The Academy of Aerospace and Engineering, based in Windsor, dot greater Hartford. Due to the paucity of high-tech firms, high-school-to-tech career opportunities are, frankly, lacking.

- 6. 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). We lack DOT statistics. We can only be anecdotal with congestion: you are BETWEEN cities. Amazon in Windsor Locks is a "reverse commute" for all who live in Springfield and Hartford. Even going IN to those cities, until one gets within 3 miles of Hartford, and perhaps 1 mile of Springfield, there is rarely traffic that must slow to below 55. U.S. Route 5 parallels 91 throughout New England, so in an emergency, 5 can carry the I-91 load. From the north and south CT 75 and 187, from the east and west CT 20 and 190, and from the southwest CT 167 are all reliable roads.
- 7. 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. See above for Crime stats. Cost of living for metro Hartford is 21% above the national average. Please do NOT take the Cost of living for all CT. That is because 1/3 live in Fairfield Country (far southwest) where the cost of living is 45% higher. As for recreation, we are within two hours from any beach in Rhode Island or CT, and within three hours of most of Cape Cod. We are 1 hour from the Berkshire Mountains, and 2 hours from the Green Mountains of Vermont.
- 8. 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. See above. Please realize this could involve two states. To the extent Amazon can characterize itself as an "insurer", it gets favored treatment by existing CT state law to keep insurance revenues taxed at 1.75%. Connecticut welcomes an eager firm to buy the majority of Aetna's stock, and thereby become CTs largest insurer. Aetna has great business lines it still earned \$.5B in 2016 despite nearly \$2B in Obamacare losses. Aetna's market cap is now \$52B (11% of Amazon's).

#### Credits, Sources, and a three-part Asterisk\*:

County Median Home Prices: <a href="http://economistsoutlook.blogs.realtor.org/2017/03/09/county-median-home-prices/">http://economistsoutlook.blogs.realtor.org/2017/03/09/county-median-home-prices/</a>

Town Median Income Stats: https://en.wikipedia.org/wiki/List of Connecticut locations by per capita income

MA and CT job turnover rates provided by Compdata <a href="http://blog.compdatasurveys.com/2015-total-turnover-rates-by-region">http://blog.compdatasurveys.com/2015-total-turnover-rates-by-region</a>

Red Sox and Yankee distances from 1 Hamilton Drive, Windsor Locks CT:

 $\frac{\text{https://www.google.com/search?q=1+hamilton+road+windsor+locks+to+fenway+park&oq=1+hamilton+road+windsor+locks+to+fenway+park&gs\_l=psy-}{}$ 

ab.3...1113.4639.0.4960.15.15.0.0.0.0.111.1420.6j8.14.0....0...1.1.64.psy-

ab..1.12.1197...0j38j0i22i30k1j33i21k1j33i160k1.0.iJPjnIK5YjA

 $\frac{\text{https://www.google.com/search?q=windsor+locks+to+yankee+stadiums}}{\text{s&ags=chrome..}69i57i69i64.10344j0i9&sourceid=chrome&ie=UTF-8}$ 

TMV alliance (with ELAiNE partner June Klein) is best viewed at <a href="https://www.youtube.com/watch?v=wTeB1Ibpu-uklist=PLBMne\_cHf5IfUhr\_MLUmjtXK7mH4anmYI&index=3">https://www.youtube.com/watch?v=wTeB1Ibpu-uklist=PLBMne\_cHf5IfUhr\_MLUmjtXK7mH4anmYI&index=3</a> and <a href="https://youtu.be/U62H65RqJSQ">https://youtu.be/U62H65RqJSQ</a>

<u>Town of Suffield: www.suffieldct.gov/town/boards/economicdevelopment/process</u> www.suffieldct.gov/filestorage/10102/5206/5262/15097/Complete Zoning Regulations Amended 8-04-17.pdf

West Hartford Schools: kingphilip.whps.org/page.cfm?p=1419 and www.westhallband.org/media.html

Town of Windsor Locks: https://www.windsorlocksct.org/building-and-land-use/economic-incentives

The Loomis Chaffee School: https://www.loomischaffee.org/arts/theater-dance

https://www.loomischaffee.org/about-us/loomis-at-a-glance/alumni-excellence

https://www.loomischaffee.org/academics/kravis-center-for-excellence-in-teaching

https://www.loomischaffee.org/student-life/student-clubs-organizations from 3:50 to 6:00

Suffield Academy: https://www.suffieldacademy.org/page/about-suffield

Westminster School: https://www.westminster-school.org/page

Hall High Jazz Band – "Tributes to Miles" Winning Performance Berklee Jazz Festival http://www.hallhighjazz.com/video.htm

- We know "Seattle-ites" is the more popular term for Seattle demizens. From afar, we happen to like "Seattlean". It sounds nicer than the robotic "satellite" sound.
- The classification of "Confidential" is by the Amazon RFP requirement. The ELAiNE group does NOT need confidentiality. In the words of Coach Vince Lombardi, who was reputedly asked why he kept his Green Bay Packer football practices open for opponents to scrutinize replied "we will execute better than they will perform".
- Indeed, ELAiNE is happy to have this proposal publicized. If Amazon chooses to head elsewhere, Northern Connecticut still is in the running, with a similar proposal, for the NEXT large technology firm wanting to expand. In this case ("second place is meaningless") Coach Lombardi is wrong.