

File No.: 04-1000-20-2017-435

February 22, 2018

s.22(1)

Dear s.22(1)

Re: Request for Access to Records under the Freedom of Information and Protection of Privacy Act (the "Act")

I am responding to your request of November 6, 2017 for:

All communications to and from the Office of the Mayor and all briefing notes prepared for the Mayor and/or City Manager that refer to Amazon, including but not limited to the company's search for a second headquarters, or HQ2 from September 7, 2017 to November 6, 2017.

All responsive records are attached. Some information in the records has been severed, (blacked out), under s.13(1), s.15(1)(l), s.22(1), s.22(2)(e), (f) and (h) of the Act. You can read or download these sections here:

[http://www.bclaws.ca/EPLibraries/bclaws\\_new/document/ID/freeside/96165\\_00](http://www.bclaws.ca/EPLibraries/bclaws_new/document/ID/freeside/96165_00)

Some information in the records has been severed as "Not Responsive to Request" as it does not pertain to your specified request as outlined above.

Under section 52 of the Act you may ask the Information & Privacy Commissioner to review any matter related to the City's response to your request. The Act allows you 30 business days from the date you receive this notice to request a review by writing to: Office of the Information & Privacy Commissioner, [info@oipc.bc.ca](mailto:info@oipc.bc.ca) or by phoning 250-387-5629.

If you request a review, please provide the Commissioner's office with: 1) the request number assigned to your request (#04-1000-20-2017-435); 2) a copy of this letter; 3) a copy of your original request for information sent to the City of Vancouver; and 4) detailed reasons or grounds on which you are seeking the review.

Please do not hesitate to contact the Freedom of Information Office at [foi@vancouver.ca](mailto:foi@vancouver.ca) if you have any questions.

Yours truly,



**Barbara J. Van Fraassen, BA**  
**Director, Access to Information & Privacy**

*Barbara.vanfraassen@vancouver.ca*  
*453 W. 12th Avenue Vancouver BC V5Y 1V4*  
*Phone: 604.873.7999*  
*Fax: 604.873.7419*

Encl.

:kt

**From:** "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>  
**To:** "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>  
"Robertson, G" <G.Robertson@vancouver.ca>  
"Robb, Katie" <Katie.Robb@vancouver.ca>  
**Date:** 10/20/2017 12:57:05 PM  
**Subject:** FW: [NEWS RELEASE] Amazon HQ2 RFP  
**Attachments:** VEC\_Amazon HQ2 News Release\_Oct\_20\_2017.docx  
VEC\_Amazon HQ2 News Release\_Oct\_20\_2017.pdf

Hi folks  
Here's the draft of the VEC release that is planned to go out tomorrow.

Sadhu

Sadhu Afochs Johnston | City Manager  
City of Vancouver | 453 W 12<sup>th</sup> Avenue  
Vancouver | BC V5Y 1V4  
604.873.7627 | [Sadhu.johnston@vancouver.ca](mailto:Sadhu.johnston@vancouver.ca)  
Twitter: [sadhuajohnston](https://twitter.com/sadhuajohnston)



---

From: Marley, Eleena  
Sent: Friday, October 20, 2017 12:11 PM  
To: Kendall-Craden, Rena; McGregor, Marnie; Johnston, Sadhu; Mochrie, Paul  
Cc: Nikolic, Sandra; Jong, Teresa  
Subject: FW: [NEWS RELEASE] Amazon HQ2 RFP / To be released at 1:00PM - PLEASE ADVISE IF YOU HAVE ANY COMMENTS OR CONCERNS ASAP  
Importance: High

See below – please let me know if you have any comments asap

---

From: Ingrid Valou [<mailto:IValou@vancouvereconomic.com>]  
Sent: Friday, October 20, 2017 12:03 PM  
To: Tania Parisella; James Raymond  
Subject: [NEWS RELEASE] Amazon HQ2 RFP / To be released at 1:00PM

Hello all,

Thank you for your patience. I've attached the final draft of the Vancouver Economic Commission's news release / public summary brief on the Amazon HQ2 RFP. This is under embargo until 1:00PM today, at which point it will be sent out to a media list that includes reporters and journalists who have been reaching out to us over the last few weeks.

Unless you identify any show stoppers by 12:50PM, it will go out at 1:00PM as planned.

Here are a couple of final notes:

- I'm listed as the media contact, but if I receive requests for spokespeople outside the VEC I will send them to the appropriate organization unless other instructed by the stakeholders on this list
- While this is a timely news item and we have been fielding media requests for the last few days, it is also a Friday; this may therefore receive more attention next week
- I am finalizing key messages and points for use in crafting speaking notes, but all the salient information is in the news release; please contact me if you wish to have some of these points to inform your own messaging.

Please feel free to ring me with any pressing questions, concerns or comments (i.e. the showstoppers). My cell number is 604.868.1990.

Warm regards,

INGRID VALOU  
Communications Specialist  
C: 604 868 1990

Suite 1500, 401 W. Georgia  
Vancouver, BC V6B 5A1  
[Website](#) | [Blog](#) | [Newsletter](#)



## Vancouver regional and provincial partners submit Amazon HQ2 Proposal

*Submission concludes Vancouver region's response to 'biggest economic development event in a generation'*

**Vancouver, BC (October 20, 2017)** – The Vancouver Economic Commission (VEC) and its regional and provincial partners are delighted to announce that the metro Vancouver region's Amazon HQ2 proposal was successfully hand-delivered to Amazon yesterday. This concludes a six-week project that saw collaboration between a wide group of partners and stakeholders – a level unprecedented since the 2010 Winter Olympics – to assemble a comprehensive regional bid. Amazon will take the rest of 2017 to review proposals by hundreds of cities around North America, and will announce its decision some time in 2018.

Out of respect for the RFP process, VEC and partners are opting to allow Amazon the courtesy of reviewing cities' proposals, and do not have plans to release the full proposal document. We are pleased to provide some key points on the process of assembling the proposal, and a summary on the contents and themes.

### Governance and Process

The project was governed by a Steering Committee representing a broad stakeholder group, executed by an integrated VEC-led Project Execution Team, and supported by subject matter advisors – the Advisory Committee, which first convened on September 14 in a town hall style held with major stakeholders.

The Vancouver Economic Commission, BC Ministry of Jobs, Trade and Technology, the City of Vancouver, the City of Surrey and Metro Vancouver Regional District are all represented on the Steering Committee. The Cities of Richmond, Burnaby and New Westminster were all consulted and contributed suggestions for sites, as were the Musqueam, Tsleil-Waututh and Squamish First Nations.

### Our Incentives are “Built-In” Incentives

No cash, land or additional tax incentives were offered in metro Vancouver region's submission to Amazon. Rather than engaging in a “race to the bottom” with cash incentives, the Project Execution Team presented a cohesive, comprehensive and compelling narrative that focuses on the built-in incentives of operating in and around the Vancouver region. This value proposition includes a highly competitive business environment featuring significant cost savings related to office real estate, health care, tax rates and labour.

When compared to several sites in the United States, VEC estimates that these combined factors would allow Amazon to save tens of billions over a ten-year horizon. This does not include the millions of hours in reduced travel times and a minimized carbon footprint.

### Delivery of Space and Connectivity

In addition to Vancouver offering these distinct advantages, the region's geographical proximity means unmatched accessibility. Vancouver is one of the most multicultural urban centres in the world; we are a dynamic, inclusive innovation hub, with a cultural alignment with the values of Amazon's native Seattle.

The proposal further identified millions of square feet of space throughout the region to support Amazon's identified 500,000 ft<sup>2</sup> move-in needs on day one, and more than enough to meet the second and third phases of the project. With a compact, transit- and cycling-connected region, a world-class Port and the award-winning YVR – named North America's best airport for eight years running – we know we have both the space and the connectivity that Amazon seeks.

### Focus on Talent and Labour Force

Metro Vancouver's tech ecosystem is on an explosive growth trajectory. Our path to providing the skilled talent necessary to support this growth is clear. Our post-secondary institutions are world class in their capacity to deliver graduates required by our technology sector. These educational institutions awarded 30,000 STEM credentials and 13,000 Business degrees between 2014–2016. Vancouver's robust talent pool is further bolstered by the highest rate of Provincial in-migration of any province in Canada. We further benefit from a progressive federal immigration framework, which includes the Global Skills Strategy, to assist top talent in making their move here.

With an innovative, entrepreneurial, highly educated workforce, Vancouver offers a robust talent pool of work-ready graduates that will easily accommodate the 50,000 new workers that Amazon would look to hire over the course of the first 15 years of their HQ2 project.

## Regional Collaboration

Amazon's HQ2 bid has been referred to as being possibly 'the biggest economic development event in a generation.' The successful city stands to gain up to \$5 billion USD in direct capital investment and the creation of 50,000 jobs over the course of the 15–17 years it would take to see the project through to the completion of Phase III. This does not count the unknown amount of indirect spend during these years, and the subsequent economic activity resulting from what Amazon terms "organic growth" and community reinvestment.

While these direct economic benefits certainly interest us, what this proposal immediately represents for the VEC and its partner organizations is the opportunity to galvanize stakeholders throughout the Lower Mainland with a common purpose – to identify, assess, and present the attributes we possess that are attractive to any global enterprise.

This short, six-week process of responding to the exciting and unprecedented Amazon RFP has created a template for all of us in the region to build upon for future investment attraction opportunities.

## Media Contact

Ingrid Valou, Communications Specialist  
604.868.1990 | [ivalou@vancouvereconomic.com](mailto:ivalou@vancouvereconomic.com)

On September 7, the technology giant issued a continent-wide [request for proposals](#) (RFP) from cities and their economic development entities to decide where to locate Amazon's second North American headquarters. Referred to as "Amazon HQ2," this RFP sought proponents to respond with details of how their region provides outstanding assets and attributes under the following criteria and key decision drivers.

1. Site/Building
2. Capital/Operation Costs
3. Incentives
4. Labour Force
5. Logistics
6. Time to Operations
7. Cultural Community Fit
8. Community/Quality of Life

The metro Vancouver region fares very favourably in six of them; two of the eight key decision drivers refer specifically to the availability of cash incentives, which we did not offer.

The RFP document and its Key Decision Drivers is public and may be viewed [here](#).

## About the Stakeholders

Stakeholders consulted during proposal process include the following organizations and institutions:

<ul style="list-style-type: none"> <li>• The Province of British Columbia</li> <li>• BC Ministry of Jobs, Trade and Technology</li> <li>• Metro Vancouver Regional District</li> <li>• City of Vancouver</li> <li>• City of Surrey</li> <li>• City of Richmond</li> <li>• City of New Westminster</li> <li>• District of North Vancouver</li> <li>• City of Port Moody</li> <li>• Musqueam First Nation</li> <li>• Tsleil-Waututh First Nation</li> <li>• Squamish First Nation</li> </ul>	<ul style="list-style-type: none"> <li>• British Columbia Institute of Technology</li> <li>• Simon Fraser University</li> <li>• University of British Columbia</li> <li>• University of Victoria</li> <li>• Research Universities Council of BC</li> <li>• TransLink</li> <li>• BC Hydro</li> <li>• BC Tech Association</li> <li>• Air Canada</li> <li>• YVR – Vancouver International Airport</li> <li>• Harbour Air</li> <li>• Telus</li> <li>• Shaw Communications</li> </ul>
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Media Release

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## Media Contact

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604.868.1990 | [ivalou@vancouvereconomic.com](mailto:ivalou@vancouvereconomic.com)



## About the Amazon HQ2 RFP

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**From:** "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>  
**To:** "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>  
 "Robertson, G" <G.Robertson@vancouver.ca>  
 "Robb, Katie" <Katie.Robb@vancouver.ca>  
**Date:** 10/20/2017 3:57:36 PM  
**Subject:** RE: [NEWS RELEASE] Amazon HQ2 RFP

Thanks looks good

From: Johnston, Sadhu  
 Sent: Friday, October 20, 2017 12:57 PM  
 To: Quinlan, Kevin; Robertson, G; Robb, Katie  
 Subject: FW: [NEWS RELEASE] Amazon HQ2 RFP  
 Importance: High

Hi folks  
 Here's the draft of the VEC release that is planned to go out tomorrow.

Sadhu

Sadhu Afochs Johnston | City Manager  
 City of Vancouver | 453 W 12<sup>th</sup> Avenue  
 Vancouver | BC V5Y 1V4  
 604.873.7627 | [Sadhu.johnston@vancouver.ca](mailto:Sadhu.johnston@vancouver.ca)  
 Twitter: sadhuajohnston



From: Marley, Eleena  
 Sent: Friday, October 20, 2017 12:11 PM  
 To: Kendall-Craden, Rena; McGregor, Marnie; Johnston, Sadhu; Mochrie, Paul  
 Cc: Nikolic, Sandra; Jong, Teresa  
 Subject: FW: [NEWS RELEASE] Amazon HQ2 RFP / To be released at 1:00PM - PLEASE ADVISE IF YOU HAVE ANY COMMENTS OR CONCERNS ASAP  
 Importance: High

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From: Ingrid Valou [<mailto:IValou@vancouvereconomic.com>]  
 Sent: Friday, October 20, 2017 12:03 PM  
 To: Tania Parisella; James Raymond  
 Subject: [NEWS RELEASE] Amazon HQ2 RFP / To be released at 1:00PM

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Please feel free to ring me with any pressing questions, concerns or comments (i.e. the showstoppers). My cell number is 604.868.1990.

Warm regards,

INGRID VALOU  
 Communications Specialist  
 C: 604 868 1990

Suite 1500, 401 W. Georgia  
 Vancouver, BC V6B 5A1  
[Website](#) | [Blog](#) | [Newsletter](#)



**From:** "Chen, Tony" <Tony.Chen2@vancouver.ca>  
**To:** "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>  
**Date:** 10/16/2017 1:38:13 PM  
**Subject:** APPROVAL NEEDED BY 4PM Re: [Query] Mayor GR's Letter for Amazon  
**Attachments:** Amazon Bid Letter DRAFT.docx

Hey Kevin,

I've attached a draft of G's letter for the Amazon bid submission for you.  
Can you please review and let us know your feedback by **4PM today?**

Thank you!

**Tony Chen**

Communications Manager  
Office of the Mayor | City of Vancouver  
Office: 604.673.8170 | Cell: 604.754.3847  
Mayorofvancouver.ca  
TW + IG: @VanMayorsOffice / FB: VancouverMayorsOffice

---

**From:** Robb, Katie  
**Sent:** Monday, October 16, 2017 12:06 PM  
**To:** Chen, Tony; Walker, Alexa  
**Subject:** FW: [Query] Mayor GR's Letter for Amazon

Can one of you tackle this today? G's welcome letter for the Amazon bid submission. I'm trying to get a hold of the Premier and PM's letters so we don't overlap too much....key focus of G's message should be along the lines of what Ingrid details below, and also: greenest city/sustainability, and our transportation network. Happy to talk through in more detail.

More info from VEC attached that may be useful...

**Katie Robb**

Director of Communications  
Office of the Mayor | City of Vancouver  
Office: 604.873.7490 | Cell: 778.918.7973  
Mayorofvancouver.ca

---


**From:** Ingrid Valou [<mailto:IValou@vancouvereconomic.com>]  
**Sent:** Friday, October 13, 2017 3:15 PM  
**To:** Robb, Katie  
**Cc:** Tania Parisella; James Raymond  
**Subject:** [Query] Mayor GR's Letter for Amazon

Hi Katie,

As Tania's out **s.22(1)**, I'm happy to step in. Could you please clarify what you mean by "position statement"?

In the meantime, here are a few points that I hope will help:

- Amazon already knows and trusts us, having done work with us in the past (and having a sizeable footprint in this city)
- In addition to our ability to attract, welcome and retain top talent from around that world, we also have an exemplary environment in which to support that talent – as evidenced by multinationals like Microsoft, SAP, Intel and Sony Pictures Imageworks.
- Our green, innovative city is an unparalleled location for people and businesses seeking to make impactful, sustainable change; our infrastructure, competitive business climate, diversity and liveability renders us an excellent choice for your new home away from home

 let me know if there's anything else I can do to help!



**INGRID VALOU**  
Communications Specialist  
**C:** 604 868 1990

Suite 1500, 401 W. Georgia  
Vancouver, BC V6B 5A1  
[Website](#) | [Blog](#) | [Newsletter](#)

s.13(1)



From: [noreply.newsondemand@gov.bc.ca](mailto:noreply.newsondemand@gov.bc.ca)

To: "Quinlan, Kevin" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>

Date: 9/29/2017 10:01:55 AM

Subject: BC Gov News - B.C. government to support regional bid to host Amazon HQ2

## Government of B.C.

News on Demand

### B.C. government to support regional bid to host Amazon HQ2

The Province is contributing to a regional Metro Vancouver bid to play host to Amazon's second headquarters, Amazon HQ2, which could generate US\$5 billion in investment and create up to 50,000 jobs in B.C., announced Premier John Horgan at the UBCM convention today.

[READ MORE](#)

Economy, Jobs, Trade and Technology, Municipal Affairs and Housing, Office of the Premier, Transportation and Infrastructure

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[See more from BC Gov News](#)

Please do not respond to this message

From: [noreply.newsondemand@gov.bc.ca](mailto:noreply.newsondemand@gov.bc.ca)

To: "Quinlan, Kevin" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>

Date: 11/3/2017 8:16:20 AM

Subject: BC Gov News - Good news for B.C. workers: 1,000 new tech jobs with Amazon

## Government of B.C.

News on Demand

### Good news for B.C. workers: 1,000 new tech jobs with Amazon

Premier John Horgan is welcoming Amazon's plans to double the size of its professional workforce in British Columbia.  
[READ MORE](#)

Economy, Office of the Premier

[Manage your subscription](#)

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Please do not respond to this message

From: ["Ethan Sawyer" <ethan.sawyer@cbc.ca>](mailto:ethan.sawyer@cbc.ca)

To: ["Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>](mailto:Kevin.Quinlan@vancouver.ca)

Date: 10/18/2017 11:11:59 AM

Subject: CBC News - Amazon HQ2 Bid Update

Hey Kevin,

My name is Ethan and I'm a producer for CBC Vancouver's local TV news. Wanted to reach out and see if Mayor Robertson could provide an update on Vancouver's Amazon HQ2 bid.

The deadline is tomorrow and I'm interested to know:

- 1) When Vancouver submitted its bid?
- 2) Some of the details included in the bid.

I know other cities have offered financial incentives or sent representatives to Amazon. What has Vancouver offered?

Thanks!

--

Ethan Sawyer  
Associate Producer  
? ?  
CBC Vancouver

From: ["Sonya Velez" <sonya.velez@cbc.ca>](mailto:sonya.velez@cbc.ca)

To: ["Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>](mailto:Kevin.Quinlan@vancouver.ca)  
[mayormedia@vancouver.ca](mailto:mayormedia@vancouver.ca)

Date: 9/21/2017 10:57:03 AM

Subject: CBC News Intvw Request: MAYOR ROBERTSON re: SATURDAY re: Amazon HQ2

Hello Kevin,

I'm a producer with CBC News Network.

All this talk about which city will win the Amazon HQ2 bid is garnering a lot of interest from Canadians, particularly those in the interested cities.

Would love to have Mayor Gregor Robertson on the show this weekend to chat about why he thinks Vancouver should be selected.

(We're also possibly thinking of having another Canadian mayor on as well.)

Would Mayor Robertson be interested in coming on News Network in a live 5 minute interview? Aiming for Saturday at 11:10am ET - that's 8:10am PT with host Carole MacNeil, or possibly later.

Let me know what you think.

Sonya Velez

--

Sonya Velez  
Associate Producer  
CBC News Network



From: "[Johnston, Sadhu](mailto:Sadhu.Johnston@vancouver.ca)" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>  
To: "[Direct to Mayor and Council - DL](mailto:CCDTMACDL@vancouver.ca)" <[CCDTMACDL@vancouver.ca](mailto:CCDTMACDL@vancouver.ca)>  
Date: 9/26/2017 5:10:51 PM  
Subject: CONFIDENTIAL MEMO - Amazon HQ2 Proposal  
Attachments: Memo - Amazon HQ2 Proposal - 2017.09.26.pdf

Greetings Mayor and Council,

Attached is a CONFIDENTIAL MEMO from Ian McKay, CEO of Vancouver Economic Commission, regarding the Amazon HQ2 Proposal. Should you have any question, please contact myself or Ian at 604.336.8011 / [IMcKay@vancouvereconomic.com](mailto:IMcKay@vancouvereconomic.com).

Best,  
Sadhu

**Sadhu Aufochs Johnston** | City Manager  
City of Vancouver | 453 W 12<sup>th</sup> Avenue  
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604.873.7627 | [Sadhu.johnston@vancouver.ca](mailto:Sadhu.johnston@vancouver.ca)  
Twitter: sadhuajohnston



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MEMORANDUM September 26th, 2017

TO: Mayor and Council

FROM: Ian McKay

SUBJECT: Amazon HQ2 Proposal

Dear Mayor and Council,

This memo is to provide an update on the Vancouver Economic Commission's response to the much publicized announcement of the North American Amazon HQ2 project.

In summary, on September 7, Amazon announced it was launching an RFP process for cities and regions across the US and Canada to submit a proposal to host the company's second headquarter facility.

The new headquarters (HQ2) contemplates as many as 50 000 new jobs to be created over the next 15 years at a site to be determined in early 2018. Submissions are to be presented to Amazon no later than October 19, 2017. The RFP is a public document and is available here [https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP\\_3\\_V516043504 .pdf](https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504.pdf)

The Vancouver Economic Commission has been recognized by Amazon as the bid proponent on behalf of the greater Vancouver region.

The Amazon RFP seeks proponents to respond with details of how their region provides outstanding assets and attributes under the following criteria and key decision drivers.

1. Site/Building
2. Capital/Operation Costs
3. Incentives
4. Labour Force
5. Logistics
6. Time to Operations
7. Cultural Community Fit
8. Community/Quality of Life

Since first announced September 7<sup>th</sup>, the VEC in conjunction with the City of Vancouver, have:

- Been officially recognized by Amazon as the lead bidder for the Metro Vancouver region
- Convened a stakeholder workshop Sept 14<sup>th</sup> with participation from:
  - Province of British Columbia
  - Metro Vancouver
  - City of Vancouver
  - City of Surrey

- City of Richmond
- Surrey Economic Development Corporation
- First Nations Technology Council
- YVR
- BC Hydro
- Government of Canada
- Port of Vancouver
- Shaw Communications
- Telus
- UBC
- SFU
- BCIT
- UDI
- Translink
- Tourism Vancouver
- BC Tech Association

- s.22(2)(e), s.22(2)(f), and s.22(2)(h)

- Issued, to a pre-qualified proponent shortlist, a Request for Services (RFS) for Management Consulting and Business Advisory Services to support the development of our response to the Amazon HQ2 RFP.
- Received three proposals, conducted an RFS evaluation and selection process and awarded the engagement to Deloitte.

Upon review of the eight key decision drivers, it is our view that the metro Vancouver region fares very favourably in six of them. Two of the eight key decision drivers refer specifically to the availability of cash incentives.

As it is our strong view that we do not participate in a ‘race to the bottom’ with respect to cash incentives, our bid will be a cohesive, comprehensive and compelling narrative that focuses on the ‘built in’ incentives of operating in and around the Vancouver region. Vancouver’s technology sector has thrived and flourished in recent years to the point where we are recognized as the #1 technology ecosystem in Canada, and the #15 in the world.

It is important to note that, to add to the resources provided by VEC to support the bid process, the City of Surrey and the Province of British Columbia are making financial contributions and are active partners as part of the bid steering committee. The City of Vancouver has been clear to the steering committee that COV will not make financial or land contributions in response to the Amazon RFP.

Amazon’s HQ2 is an unprecedented event, and we are treating the six week ‘bid phase’ as a significant opportunity to galvanize key stakeholders throughout the region to identify, assess and showcase all the attributes that have allowed the Vancouver region to become Canada’s fastest growing and most diversified economy. It is a rare occurrence where we can mobilize, in such a short period of time, such an important coalition of key stakeholders in our community in order to put a bid together that we can all be proud of. At a minimum, we expect that the creation of our bid document to:

1. Be a catalyst for more integrated, collaborative regional economic development strategies in the years ahead, and
2. To clearly demonstrate Vancouver’s ability to host expansion of Amazon’s existing presence, which is Amazon’s second largest location outside of Seattle

I will be happy to further elaborate on the process being undertaken at the working level and the steering committee level, and to highlight key messages we are delivering in the context of the Amazon HQ2 project at the Council in-camera meeting on October 17.

Sincerely

A handwritten signature in black ink, appearing to be 'I. McKay', written in a cursive style.

Ian McKay CEO, VEC

From: ["Ian McKay" <IMcKay@vancouvereconomic.com>](mailto:IMcKay@vancouvereconomic.com)

To: ["Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>](mailto:Kevin.Quinlan@vancouver.ca)

Date: 9/13/2017 12:29:08 PM

Subject: Copy of Amazon HQ2 Kickoff Attendees.xlsx

Attachments: Copy of Amazon HQ2 Kickoff Attendees.xlsx

Here's the list so far. 11am at VEC, with meet and mingle before hand

Alexander	Dirksen	First Nations Tech Council
Anne	Murray	YVR
Cindy	Grauer	Rogers
David	Collier	Province
Deb	Zehr	Province
Doug	Ewing	KPMG
Lorne	Burns	KPMG
Steve	Beatty	KPMG
Walter	Pela	KPMG
Doug	Kinsey	Federal Government
Duncan	Wilson	Port of Vancouver
Eleena	Marley	City of Vancouver
Sadhu	Johnston	City of Vancouver
Greg	Moore	Metro Vancouver
Heather	Schumaker	Metro Vancouver
Iain	Black	Vancouver Board of Trade
Joanne	Curry	Simon Fraser University
Michael	Tippett	The True North
Rob	MacKay - Dunn	UDI
Stephen	Wu	City of Surrey
Steve	Vanagus	TransLink
Doug	Beaton	Deloitte
TBD		E&Y
Anne	McMullen	UDI
Bill	Tam	BC Tech Association
Brian	Kreeger	Province
Gill	Kelly	City of Vancouver
Kevin	Desmond	TransLink
Michael	Heeney	Surry Development Corp
Rick	Truong	BC Hydro
Ty	Speer	Tourism Vancouver
Ian		UBC
Adriaan	de Jager	UBC

Manager of Strategy and Engagement	confirmed
Vice President, Marketing & Communications	confirmed
	confirmed
Ministry of Intl Trade	confirmed
Executive Director, Ministry of Jobs, Trade and Tech	confirmed
Global Infrastructure Advisory Leader for Western Canada	confirmed
National Head of Real Estate	confirmed
Global Head of Infrastructure & Cities COE	confirmed
Regional Managing Partner, GVA	confirmed
Executive Director - Innovation Science and Econ Dev	confirmed
VP Corporate Social Responsibility	confirmed
Business Planning	confirmed
City Manager	confirmed
Chair	confirmed
VP External Relations	confirmed
CEO	confirmed
Vice President, External Relations	confirmed
Co-founder	confirmed
VP Government and Public Relations	confirmed
Econ Development	confirmed
GR	confirmed
Partner	
Partner	
CEO	invited
CEO	invited
Ministry of Intl Trade	invited
GM Planning	invited
CEO	invited
Chair	invited
Key Account Manager	invited
CEO	invited
	invited
Government Relations	invited



From: "[Marley, Eleena](mailto:Eleena.Marley@vancouver.ca)" <[Eleena.Marley@vancouver.ca](mailto:Eleena.Marley@vancouver.ca)>

To: "[Johnston, Sadhu](mailto:Sadhu.Johnston@vancouver.ca)" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>  
"[Robertson, G](mailto:G.Robertson@vancouver.ca)" <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)>  
"[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
"[Impey, Patrice](mailto:Patrice.Impey@vancouver.ca)" <[Patrice.Impey@vancouver.ca](mailto:Patrice.Impey@vancouver.ca)>  
[imckay@vancouvereconomic.com](mailto:imckay@vancouvereconomic.com)

Date: 9/25/2017 7:55:01 AM

Subject: COV-VEC Bi-Monthly meeting - September Agenda

Attachments: 03 VEC-COV Leadership Group - 2017-09-26 - Agenda.docx

Morning all,

See attached the agenda for tomorrow's COV:VEC Leadership Group meeting – the focus is the Amazon proposal

Best  
Eleena

-----Original Appointment-----

From: Johnston, Sadhu

Sent: Friday, February 03, 2017 10:34 AM

To: Johnston, Sadhu; Robertson, G; Quinlan, Kevin; Impey, Patrice; Marley, Eleena;  
[imckay@vancouvereconomic.com](mailto:imckay@vancouvereconomic.com)

Cc: O'Neil, Shea; Girn, Naveen; Robb, Katie

Subject: COV-VEC Bi-Monthly meeting - September

When: Tuesday, September 26, 2017 2:00 PM-2:45 PM (UTC-08:00) Pacific Time (US & Canada).

Where: City Hall - 6th Floor City Manager's Board Room

UPDATE: rescheduled to Tue Sept 26 at 2pm, due to conflict in Mayor's calendar.  
Teresa (Aug 22)

Attendees: Mayor Robertson/ Kevin Quinlan/ Sadhu Johnston/ Patrice Impey/ Eleena Marley & Ian McKay – VEC

---

At the meeting on Jan 31st, 2017 it was decided to have Bi-monthly meetings going forward.  
Agenda will be sent out a week in advance

Thank you

Lorraine Sebastian | Executive Assistant to the City Manager  
CITY OF VANCOUVER | City Manager's Office  
453 W 12th Avenue | Vancouver | BC V5Y 1V4  
604.873.7628 | [lorraine.sebastian@vancouver.ca](mailto:lorraine.sebastian@vancouver.ca)



**VANCOUVER ECONOMIC COMMISSION-CITY OF VANCOUVER LEADERSHIP GROUP**

**AGENDA**

**SEPTEMBER 26, 2017, 2:00-2:45 PM**

**ATTENDEES:**

**VEC:** Ian McKay,

**COV:** Mayor Robertson; Sadhu Johnston (Chair), Patrice Impey, Eleena Marley

ITEM	OBJECTIVE	LEAD	MINS
Not Responsive to the Request			
C. Amazon	Discussion on RFP progress, timeline, strategy and win themes	· IM / SJ	30 (2:40)
Not Responsive to the Request			

COV:VEC LEADERSHIP GROUP ACTION PLAN AS AT JULY 13, 2017

REF	ACTIONS	PROGRESS	NEXT STEP	LEAD	DATE UPDATED (FIRST RAISED)
Not Responsive to the Request					

REF	ACTIONS	PROGRESS	NEXT STEP	LEAD	DATE UPDATED (FIRST RAISED)
Not Responsive to the Request					

REF	ACTIONS	PROGRESS	NEXT STEP	LEAD	DATE UPDATED (FIRST RAISED)
Not Responsive to the Request					

REF	ACTIONS	PROGRESS	NEXT STEP	LEAD	DATE UPDATED (FIRST RAISED)
<p>Not Responsive to the Request</p>					
11	<p><b>Map and plan for potential large businesses investing in Vancouver i.e. Amazon</b></p> <ol style="list-style-type: none"> <li>VEC to facilitate introduction between Amazon and Kaye to scope requirements and prepare for process</li> </ol> <p><i>Note: Amazon looking to build a new 5,000 people strong HQ in Vancouver</i></p> <ol style="list-style-type: none"> <li>VEC to notify VEC:COV Leadership Group and Kaye Krishna of any potential large investments to Vancouver and to facilitate introductions</li> </ol>	<p>VEC to provide update</p>	<p>VEC to facilitate meeting between COV and large entities considering significant move to Vancouver</p> <p>Amazon RFP in progress</p>	IM	<p>Sept 2017 (May'17)</p>

Not Responsive to the Request



From: "[Johnston, Sadhu](mailto:Sadhu.Johnston@vancouver.ca)" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>  
To: "[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
"[Robertson, G](mailto:G.Robertson@vancouver.ca)" <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)>  
Date: 10/16/2017 9:57:25 AM  
Subject: FW: Amazon HQ2 Proposal - Final Draft  
Attachments: Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf

Hi

Looks like the email I tried to send with this yesterday didn't go through. Take a peek at the amazon bid. Let me know if you see any show stoppers...

S.

**Sadhu Aufochs Johnston** | City Manager  
City of Vancouver | 453 W 12<sup>th</sup> Avenue  
Vancouver | BC V5Y 1V4  
604.873.7627 | [Sadhu.johnston@vancouver.ca](mailto:Sadhu.johnston@vancouver.ca)  
Twitter: [sadhuajohnston](https://twitter.com/sadhuajohnston)



---

**From:** Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]  
**Sent:** Sunday, October 15, 2017 8:37 PM  
**To:** Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; [carol.mason@metrovancover.org](mailto:carol.mason@metrovancover.org); Krieger, Brian MIT:EX; [valalonde@surrey.ca](mailto:valalonde@surrey.ca); Ann Rowan; Gorra, Annie; Jong, Teresa; [ljdonohoe@surrey.ca](mailto:ljdonohoe@surrey.ca); Wu, Stephen; Robertson, Chris; Chambers, Courtney; Oehlschlager, Kelly; Neal Carley; Tess Kitchen; Jones, Donna; James Raymond; Heather Schoemaker  
**Cc:** Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hiltz, David (CA - Toronto); James Raymond; Reza, Fatima (CA - British Columbia); George PR Benson  
**Subject:** Amazon HQ2 Proposal - Final Draft  
**Importance:** High

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format.

s.13(1)

A large rectangular grey box redacts the main body of the email, covering the text that would follow the steering committee address.

s.13(1)

If you have any questions, please do not hesitate to contact me at my cell 778 386 0490.

Kindly,

- Slavi

**Slavi Diamandiev**

Economics Advisory Leader, Western Canada

Financial Advisory Services

Deloitte



Deloitte smuir St., Vancouver, BC, V7X1P4

1 | M: 778-386-0490

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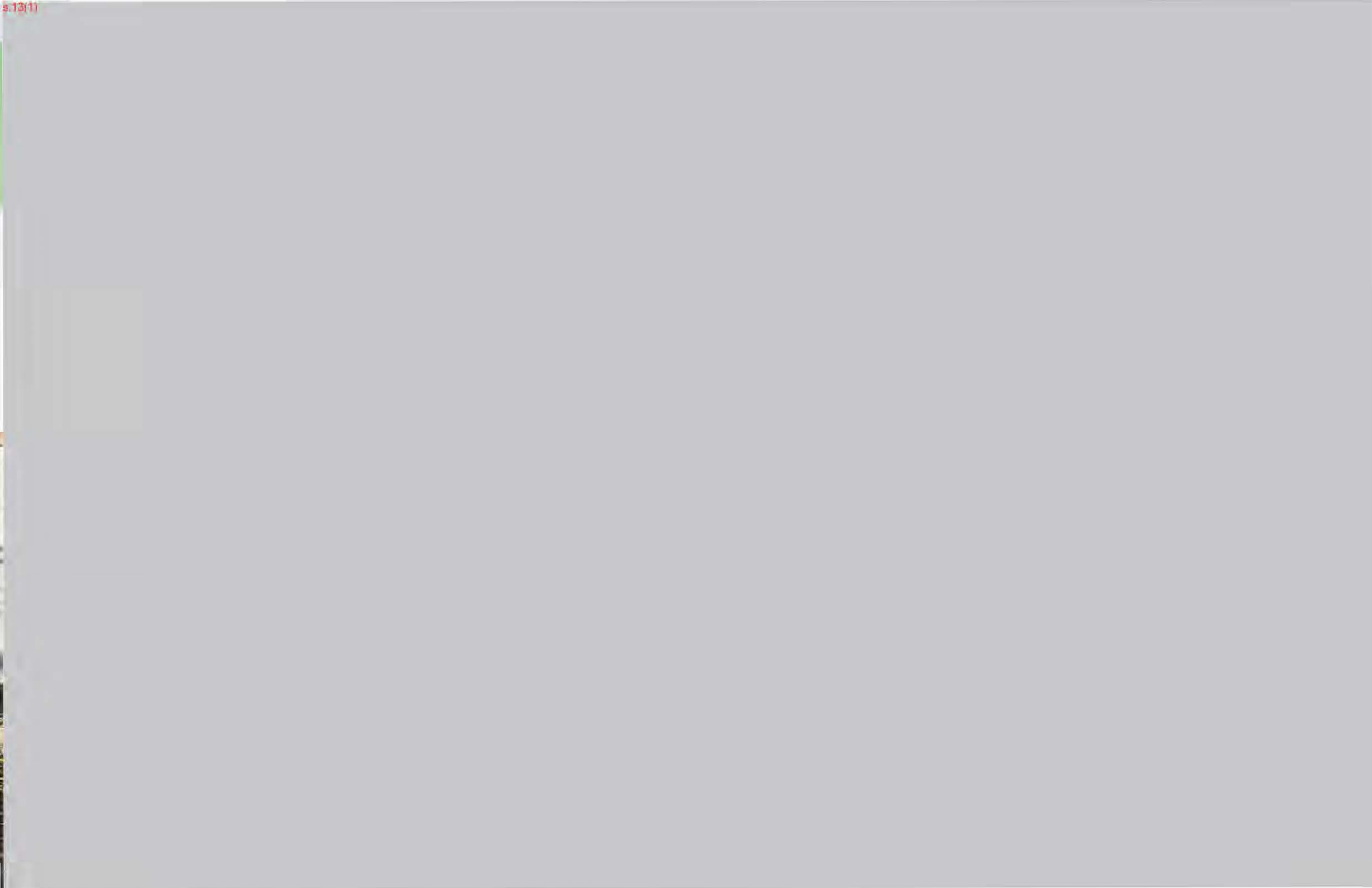










































































From: "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>  
To: "Robertson, G" <G.Robertson@vancouver.ca>  
Date: 10/10/2017 11:07:30 AM  
Subject: s.22(2)(e), s.22(2)(f), and s.22(2)(h)

---

**From:** Sean Elbe [mailto:SElbe@vancouvereconomic.com]  
**Sent:** Tuesday, October 10, 2017 10:27 AM  
**To:** Quinlan, Kevin  
**Cc:** Buggey, Bryan; James Raymond  
**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Hi Kevin,

Here are the main points:

s.13(1), s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Sean

On Oct 10, 2017, at 8:56 AM, Quinlan, Kevin <Kevin.Quinlan@vancouver.ca> wrote:

It is at 1 PM today

---

**From:** Sean Elbe [mailto:SElbe@vancouvereconomic.com]  
**Sent:** Tuesday, October 10, 2017 8:47 AM  
**To:** Quinlan, Kevin  
**Cc:** James Raymond; Buggey, Bryan  
**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Hi Kevin,

Thanks for checking in. s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Sean

Sent from my iPhone

On Oct 10, 2017, at 8:35 AM, Quinlan, Kevin <Kevin.Quinlan@vancouver.ca> wrote:

FYI – just checking in

---

**From:** Quinlan, Kevin  
**Sent:** Friday, October 06, 2017 2:07 PM  
**To:** Ian McKay  
**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.13(1), s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Thanks

Kevin Quinlan  
Chief of Staff, Office of the Mayor  
City of Vancouver  
Office: 604.873.7232  
Cell: 778.995.2264

From: "Sean Elbe" <SElbe@vancouvereconomic.com>  
To: "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>  
Date: 9/21/2017 11:26:09 AM  
Subject: s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Kevin,

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Sean

**SEAN ELBE**

Sector Development Manager, Technology

P: 604 336 8027 | C: 604 603 6093

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s.22(2)(e), s.22(2)(f), and s.22(2)(h)  
**From:** [Redacted]  
**Sent:** September-21-17 11:59 AM  
**To:** Sean Elbe <SElbe@vancouvereconomic.com>  
**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

---

**From:** Sean Elbe <[SElbe@vancouvereconomic.com](mailto:SElbe@vancouvereconomic.com)>

**Date:** Thursday, September 21, 2017 at 11:09

**To:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Great – 604.603.6093

---

**From:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

**Sent:** September-20-17 8:05 PM

**To:** Sean Elbe <[SElbe@vancouvereconomic.com](mailto:SElbe@vancouvereconomic.com)>

**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

---

**From:** Sean Elbe <[SElbe@vancouvereconomic.com](mailto:SElbe@vancouvereconomic.com)>

**Date:** Wednesday, September 20, 2017 at 18:32

**To:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Sean

Sent from my iPhone

On Sep 19, 2017, at 3:40 PM, s.22(2)(e), s.22(2)(f), and s.22(2)(h) wrote:

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

---

**From:** Sean Elbe <[SElbe@vancouvereconomic.com](mailto:SElbe@vancouvereconomic.com)>

**Date:** Tuesday, September 19, 2017 at 18:26

**To:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)



s.22(2)(e), s.22(2)(f), and s.22(2)(h)

Thanks!

Sean

**SEAN ELBE**

Sector Development Manager, Technology

**P:** 604 336 8027 | **C:** 604 603 6093

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<image005.png> <image006.png> <image007.png>

<image008.png>

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---

**From:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)  
**Sent:** September-19-17 12:59 PM  
**To:** Sean Elbe <[SElbe@vancouvereconomic.com](mailto:SElbe@vancouvereconomic.com)>  
**Subject:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

From: "[Johnston, Sadhu](mailto:Sadhu.Johnston@vancouver.ca)" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>  
To: "[Robertson, G](mailto:G.Robertson@vancouver.ca)" <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)>  
"[Louie, Raymond](mailto:Raymond.Louie@vancouver.ca)" <[Raymond.Louie@vancouver.ca](mailto:Raymond.Louie@vancouver.ca)>  
"[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
Date: 10/20/2017 9:36:05 AM  
Subject: Fwd: Site Assessment Briefing

Hi

Here's the draft notes on the amazon selection process. As we finalize, I would appreciate any feedback that you would like added, or any questions you may have.

Sadhu

Sadhu johnston  
City Manager  
City of Vancouver  
O: (604) 873 7627

Begin forwarded message:

From: "Marley, Eleena" <[Eleena.Marley@vancouver.ca](mailto:Eleena.Marley@vancouver.ca)>  
Date: October 20, 2017 at 9:09:50 AM PDT  
To: "Johnston, Sadhu" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>, "Mochrie, Paul" <[Paul.Mochrie@vancouver.ca](mailto:Paul.Mochrie@vancouver.ca)>, "McGregor, Marnie" <[Marnie.McGregor@vancouver.ca](mailto:Marnie.McGregor@vancouver.ca)>  
Cc: "Kendall-Craden, Rena" <[Rena.Kendall-Craden@vancouver.ca](mailto:Rena.Kendall-Craden@vancouver.ca)>, "Nikolic, Sandra" <[Sandra.Nikolic@vancouver.ca](mailto:Sandra.Nikolic@vancouver.ca)>, Ian McKay <[IMcKay@vancouvereconomic.com](mailto:IMcKay@vancouvereconomic.com)>, Tania Parisella <[TParisella@vancouvereconomic.com](mailto:TParisella@vancouvereconomic.com)>, James Raymond <[JRaymond@vancouvereconomic.com](mailto:JRaymond@vancouvereconomic.com)>  
Subject: FW: Site Assessment Briefing

Morning all,

See below for Deloitte's draft site assessment briefing notes. VEC are reviewing them this morning and will approve them for use in the Mayor/Councillor speaking notes for tomorrow's Mayor's meeting.

Please feel free to comment on the draft version, otherwise Marnie or I will circulate a formal version to this group later today for final approval.

Note the speaking notes for tomorrow's Mayor's meeting will include:

1. Summary of the 2-page public release (VEC completing this morning)
2. The VEC approved final version of the below speaking notes

Please don't hesitate to contact me if you have any concerns – note that I am on my cell today:

All the best

Eleena

s.15(1)(l)

**From:** Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]  
**Sent:** Friday, October 20, 2017 8:47 AM

**To:** James Raymond; Ian McKay

**Cc:** Marley, Eleena; Tania Parisella; Beaton, Douglas (CA - British Columbia); Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto)

**Subject:** Site Assessment Briefing

**Importance:** High

James and Ian – as requested at the last steering committee, please see below our notes on the site selection process and on specific sites which did not make it into the proposal.

Eleena – as requested, I am CC'ing you as I know there is a mayor meeting today that you were looking to prepare for.

If you have any questions, please let us know.

- Slavi

s.13(1)





**Slavi Diamandiev**

Economics Advisory Leader, Western Canada  
Financial Advisory Services  
Deloitte  
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4  
D: 604-601-3461 | M: 778-386-0490  
[sdiamandiev@deloitte.ca](mailto:sdiamandiev@deloitte.ca) | [LinkedIn Profile](#) | [deloitte.ca](http://deloitte.ca)



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From: "[McGregor, Marnie](mailto:Marnie.McGregor@vancouver.ca)" <[Marnie.McGregor@vancouver.ca](mailto:Marnie.McGregor@vancouver.ca)>

To: "[Robertson, G](mailto:G.Robertson@vancouver.ca)" <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)>

["Stevenson, Tim"](mailto:Tim.Stevenson@vancouver.ca) <[Tim.Stevenson@vancouver.ca](mailto:Tim.Stevenson@vancouver.ca)>

["Reimer, Andrea"](mailto:Andrea.Reimer@vancouver.ca) <[Andrea.Reimer@vancouver.ca](mailto:Andrea.Reimer@vancouver.ca)>

["Carr, Adriane"](mailto:Adriane.Carr@vancouver.ca) <[Adriane.Carr@vancouver.ca](mailto:Adriane.Carr@vancouver.ca)>

["Deal, Heather"](mailto:Heather.Deal@vancouver.ca) <[Heather.Deal@vancouver.ca](mailto:Heather.Deal@vancouver.ca)>

["Jang, Kerry"](mailto:Kerry.Jang@vancouver.ca) <[Kerry.Jang@vancouver.ca](mailto:Kerry.Jang@vancouver.ca)>

["Louie, Raymond"](mailto:Raymond.Louie@vancouver.ca) <[Raymond.Louie@vancouver.ca](mailto:Raymond.Louie@vancouver.ca)>

Date: 10/20/2017 2:07:50 PM

Subject: Metro Council of Councils Meeting Saturday October 21/Amazon Proposal Information

Good afternoon Mayor and Metro Directors.

Below for your reference is the agenda for this Saturday's Council of Councils meeting, along with some speaking points on the Amazon HQ2 regional proposal.

**METRO VANCOUVER REGIONAL DISTRICT - COUNCIL OF COUNCILS**  
**Saturday, October 21 2017**  
**9:00 A.M. - 12:00 P.M.**  
**The View - 2121 Lonsdale Avenue, North Vancouver**  
**(Note that a buffet-style full breakfast will be served as of 8:00am)**  
**The View, North Vancouver**

**A G E N D A**

Moderator: Raymond Louie, Vice-Chair, Metro Vancouver Board

9:00 a.m. Welcoming Remarks

- Raymond Louie, Vice-Chair, Metro Vancouver Board
- Darrell Mussatto, Mayor, City of North Vancouver and Chair, Metro Vancouver Utilities Committee

9:05 a.m. Metro Vancouver's 2018-2022 Financial Plan

- Carol Mason, Commissioner/Chief Administrative Officer
- Phil Trotsuk, Chief Financial Officer, General Manager, Financial Services

9:20 a.m. Q&A

9:30 a.m. Provincial budget update

- Raymond Louie, Vice-Chair, Metro Vancouver Board

9:40 a.m. Q&A

9:50 a.m. Metro Vancouver DCC program proposed changes update

- Dean Rear, Director/Deputy CFO, Financial Planning and Operations
- Fred Nenninger, Director, Policy, Planning and Analysis, Liquid Waste Services

10:00 a.m. Q&A

10:10 a.m. Metro 2040 update

- Richard Stewart, Chair, Metro Vancouver Regional Planning Committee
- Neal Carley, General Manager, Parks, Planning and Environment

10:20 a.m. Q&A

10:30 a.m. National Zero Waste Council update/2017 Zero Waste Conference

- - Malcolm Brodie, Chair, Metro Vancouver Zero Waste Committee and Chair, National Zero Waste Council
- - Heather Schoemaker, General Manager, External Relations Department and Director, National Zero Waste Council Secretariat

10:40 a.m. Q&A

10:50 a.m. Translink 10-Year Plan update

- Kevin Desmond, CEO, Translink

11:10 a.m. Q&A

11:20 a.m. Mobility Pricing Commission update

- Allan Seckel, Chair, Mobility Pricing Independent Commission
- Joy MacPhail, Vice-Chair, Mobility Pricing Independent Commission

11:35 a.m. Q&A

11:45 a.m. Roundtable

11:55 am. Closing Remarks

- Raymond Louie, Vice-Chair, Metro Vancouver Board

*\*\* Note: staff have prepared the following speaking points if you are asked questions regarding the Amazon bid that Vancouver, Richmond and Surrey have jointly submitted:*

**Staff Liaison: Eleena Marley (604-673-8223) Note that the Vancouver Economic Commission is taking the lead on this- Ian McKay and Bryan Bugey**

#### **Proposal Summary/Key Messages:**

- The Vancouver Economic Commission (VEC) and its regional and provincial partners delivered the metro Vancouver region's Amazon HQ2 proposal on Thursday October 19, 2017. This concludes a six-week project that saw collaboration between a wide group of partners and stakeholders - a level unprecedented since the 2010 Olympic Winter Games - to assemble a comprehensive regional bid.
- Amazon will take the rest of 2017 to review proposals by hundreds of cities around North America, and will announce its decision some time in 2018. Out of respect for the RFP process, VEC and partners are opting to allow Amazon the courtesy of reviewing cities' proposals, and will not be releasing the full proposal document at this time - a choice many Canadian cities have also made. Key points on the process of assembling the proposal, and a summary on the contents and themes can be provided.
- The Vancouver Economic Commission, BC Ministry of Jobs, Trade and Technology, the City of Vancouver, the City of Surrey and Metro Vancouver Regional District are all represented on the Steering Committee. The Cities of Richmond, Burnaby and New Westminster were all consulted and contributed suggestions for sites, as were the Musqueam and Squamish and Tsleil-Waututh First Nations.
- No cash, land or additional tax incentives were offered in metro Vancouver region's submission to Amazon. Rather than engaging in a "race to the bottom" with cash incentives, the Project Execution Team presented a cohesive, comprehensive and compelling narrative that focuses on the built-in incentives of operating in and around the Vancouver region. This value proposition includes a highly competitive business environment featuring significant cost savings related to office real estate, health care, tax rates and labour. When compared to several sites in the United States, VEC estimates that these combined factors would allow Amazon to save tens of billions over a ten-year horizon. This does not include the millions of hours in reduced travel times and a minimized carbon footprint.

- In addition to Vancouver offering these distinct advantages, the region's geographical proximity means unmatched accessibility. Vancouver is one of the most multicultural urban centres in the world; we are a dynamic, inclusive innovation hub, with a cultural alignment with the values of Amazon's native Seattle.
- The proposal further identified millions of square feet of space throughout the region to support Amazon's identified 500,000 ft<sup>2</sup> move-in needs on day one, and more than enough to meet the second and third phases of the project. With a compact, transit- and cycling-connected region, a world-class Port and the award-winning YVR - named North America's best airport for eight years running - we know we have both the space and the connectivity that Amazon seeks. With an innovative, entrepreneurial, highly educated workforce, Vancouver offers a robust talent pool of work-ready graduates that will easily accommodate the 50,000 new workers that Amazon would look to hire over the course of the first 15 years of their HQ2 project.
- Amazon's HQ2 bid has been referred to as being possibly 'the biggest economic development event in a generation.' The successful city stands to gain up to \$5 billion USD in direct capital investment and the creation of 50,000 jobs over the course of the 15-17 years it would take to see the project through to the completion of Phase III. This does not count the unknown amount of indirect spend during these years, and the subsequent economic activity resulting from what Amazon terms "organic growth" and community reinvestment.
- While these direct economic benefits certainly interest us, what this proposal immediately represents for the VEC and its partner organizations is the opportunity to galvanize stakeholders throughout the Lower Mainland with a common purpose - to identify, assess, and present the attributes we possess that are attractive to any global enterprise. This short, six-week process of responding to the exciting and unprecedented Amazon RFP has created a template for all of us in the region to build upon for future investment attraction opportunities.



From: "[Jamie Warren](mailto:JWarren@vancouvereconomic.com)" <[JWarren@vancouvereconomic.com](mailto:JWarren@vancouvereconomic.com)>

To: "[Jamie Warren](mailto:JWarren@vancouvereconomic.com)" <[JWarren@vancouvereconomic.com](mailto:JWarren@vancouvereconomic.com)>

Date: 9/26/2017 9:39:09 AM

Subject: On Behalf of Ian McKay

Dear All,

I want to thank you for coming to the stakeholder engagement session held at the Vancouver Economic Commission (VEC) offices on September 14<sup>th</sup>.

The insights, comments and support offered at the kickoff meeting are a testament to the extraordinary community that has made the Lower Mainland, and all of Metro Vancouver, home to both Canada's fastest growing economy and its top technology startup ecosystem.

Since our meeting, a process has been put in place to identify, assess and package together all the attributes that make Metro Vancouver a compelling choice for Amazon – or any number of global enterprises – looking to expand. We have reached out to many of you already, and over the next couple of weeks we will continue to reach out to you for guidance, data, testimonials and advice on how to make our bid presentation the best that it can be.

Thank you again for your interest and support. Please do not hesitate to reach out to us if you have questions, comments or insights on this unique project.

Best regards,

Ian McKay  
CEO

P: 604 336 8011 | C: 604 889 2811



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From: ["Walker, Alexa" <Alexa.Walker@vancouver.ca>](mailto:Alexa.Walker@vancouver.ca)

To: ["Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>](mailto:Kevin.Quinlan@vancouver.ca)

Date: 10/19/2017 3:32:42 PM

Subject: Question from citizen about Amazon bid

Attachments: Mayor Feedback Case-101010306649.rtf

Hi Kevin,

We received a message (attached) from a UBC student who is asking for details about the Amazon bid. I don't know many specifics about the proposal- do you know who I might be able to connect with to find out more?

Thanks,

Alexa

---

**Alexa Walker**

Policy and Engagement Specialist

Office of the Mayor | City of Vancouver

Office: 604.873.7161 | Cell: 604.346.9370

[Mayorofvancouver.ca](http://Mayorofvancouver.ca)



**Mayor Feedback Case**

Case number: 101010306649

Case created: 2017-10-18, 07:10:00 PM

**Incident Location**

Address: 311 UNADDRESSED LOCATION, VANCOUVER, VAN 311

Address2:

Location name:

**Contact Details**

Name: s.22(1)

Address: ,

Address2:

Phone:

Email: s.22(1)

Alt. Phone:

Preferred contact method: Either

**Request Details**

- |    |  |   |
|----|--|---|
| 1. | Describe details (who, what, where, when, why):                                | Hello Mayor Robertson,<br>I wanted to ask if a cost-benefit analysis has been done regarding Vancouver hosting Amazon's new headquarters? What were the results of this analysis? Additionally, will the contents of the application (due tomorrow), be made available to the public? Thank you in advance for your response. I am a student of economics and urban studies at UBC, and have a deep curiosity in this matter.<br>Best regards,<br>s.22(1) |
| 2. | Type of feedback:  | Neutral   |
| 3. | Department:  | Mayor   |
| 4. | Were any other cases or service requests created as a result of this feedback? | No  |
| 5. | If Yes, provide case number(s) or other relevant details:                      |   |
| 6. | (Don't ask, just record - did caller indicate they want a call back?):         | Unknown   |
| 7. | Select category:   | Other   |
| 8. | Select topic:  | other   |
| 9. | Specific area of concern:  | Amazon bid  |

10.	Neighbourhood:	Unknown
11.	Original Client:	s.22(1)
12.	Original Email address:	
13.	Original address:	

**Additional Details**

Oct 19: AW email to Kevin

**Map and Photo**

- no picture -

From: "[Ian McKay](mailto:IMcKay@vancouvereconomic.com)" <[IMcKay@vancouvereconomic.com](mailto:IMcKay@vancouvereconomic.com)>  
To: "[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
Date: 10/18/2017 12:55:26 PM  
Subject: RE: Amazon Announcement Nov 3

We're going to discuss at the Steering Committee at 4. Sadhu chairing.  
The media I've spoken to are barely aware it's deadline time. But we'll make a plan today I think.

--  
**IAN McKAY**  
CEO  
Vancouver Economic Commission  
P: 604 336 8011 | C: 604 889 2811

---

**From:** Quinlan, Kevin [<mailto:Kevin.Quinlan@vancouver.ca>]  
**Sent:** October-18-17 1:33 PM  
**To:** Ian McKay <[IMcKay@vancouvereconomic.com](mailto:IMcKay@vancouvereconomic.com)>  
**Subject:** RE: Amazon Announcement Nov 3

Yes absolutely, we're good for it. full confirmation going to Amazon today

Unfortunately I couldn't make the in camera briefing yesterday – what are the plans around handling media for tomorrow's amazon bid deadline?

---

**From:** Ian McKay [<mailto:IMcKay@vancouvereconomic.com>]  
**Sent:** Wednesday, October 18, 2017 1:24 PM  
**To:** Quinlan, Kevin  
**Subject:** Amazon Announcement Nov 3

Kevin,  
Just wanted to confirm the Mayor is available for this major jobs announcement on Friday Nov 3 at 9am.  
Amazon has told me the Premier is locked in but the Mayor isn't yet. Definitely want to make sure we are there in full force.

Ian

--  
**IAN McKAY**  
CEO  
P: 604 336 8011 | C: 604 889 2811



Suite 1500, 401 W. Georgia  
Vancouver, BC V6B 5A1  
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From: "[Janet Austin](mailto:jaustin@ywcavan.org)" <[jaustin@ywcavan.org](mailto:jaustin@ywcavan.org)>

To: "[Robertson, G](mailto:G.Robertson@vancouver.ca)" <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)>

Date: 9/10/2017 6:56:32 AM

Subject: Re: Amazon HQ Two

Great to hear, Gregor! Do let me know if I can be helpful in any way \u-10179 ?\u-8694 ?.

Sent from my iPhone

On Sep 9, 2017, at 7:52 PM, Robertson, G <[G.Robertson@vancouver.ca](mailto:G.Robertson@vancouver.ca)> wrote:

Hi all,

Thanks Janet for flagging this. My city team is working with the Premier and Minister Bruce Ralston on next steps with a bid. It will likely include a metro-wide strategy and we're working with Greg Moore on that level. And transit and transportation will definitely be a key element.

Stay tuned as the bid gameplan takes shape!

Thanks, Gregor

Gregor Robertson  
[MayorofVancouver.ca](http://MayorofVancouver.ca)  
604.873.7621  
@mayorgregor

On Sep 8, 2017, at 8:26 AM, Janet Austin <[jaustin@ywcavan.org](mailto:jaustin@ywcavan.org)> wrote:

Hello Translink Colleagues,

Just catching the morning's news about the Amazon's bid process for their HQ Two, potentially bringing 50k tech jobs. It occurs to me that the potential to win the bid for Greater Vancouver could be an incentive for the senior levels of government to accelerate/enhance commitments to transit infrastructure and start seriously looking beyond the 10-year vision. Access to transit for employees is bound to be a key factor. Should be interesting ...

JA

Sent from my iPhone

On Sep 6, 2017, at 10:10 AM, TransLink Corporate Secretary <[TransLinkCorporateSecretary@translink.ca](mailto:TransLinkCorporateSecretary@translink.ca)> wrote:

Good morning,

If you are attending today's Surface Pro training session, would you please bring any chargers or other accessories along with your iPads. We'll collect them at the end of the day. If you're on your way already, you can bring them to the next meeting.

If you're are not able to attend today, please bring the iPads and accessories to the next Committee/Board meeting and we'll assign you a Surface Pro and collect your iPads.

Thanks, and see you soon.

Fran.

Frances Corlett  
Assistant Corporate Secretary

TRANSLINK | 778-375-7592 W | 604-369-5274 C

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From: "[Chen, Tony](mailto:Tony.Chen2@vancouver.ca)" <Tony.Chen2@vancouver.ca>

To: "[Robb, Katie](mailto:Katie.Robb@vancouver.ca)" <Katie.Robb@vancouver.ca>

"[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <Kevin.Quinlan@vancouver.ca>

Date: 10/16/2017 1:50:13 PM

Subject: RE: APPROVAL NEEDED BY 4PM Re: [Query] Mayor GR's Letter for Amazon

Thanks for the quick turnaround guys!

I will send to Ingrid.

**Tony Chen**

Communications Manager

Office of the Mayor | City of Vancouver

Office: 604.673.8170 | Cell: 604.754.3847

Mayorofvancouver.ca

TW + IG: @VanMayorsOffice / FB: VancouverMayorsOffice

---

**From:** Robb, Katie

**Sent:** Monday, October 16, 2017 2:45 PM

**To:** Quinlan, Kevin; Chen, Tony

**Subject:** RE: APPROVAL NEEDED BY 4PM Re: [Query] Mayor GR's Letter for Amazon

Awesome, thx! Tony can you pass on to Ingrid?

**Katie Robb**

Director of Communications

Office of the Mayor | City of Vancouver

Office: 604.873.7490 | Cell: 778.918.7973

Mayorofvancouver.ca

---

**From:** Quinlan, Kevin

**Sent:** Monday, October 16, 2017 2:44 PM

**To:** Chen, Tony

**Cc:** Robb, Katie

**Subject:** RE: APPROVAL NEEDED BY 4PM Re: [Query] Mayor GR's Letter for Amazon

Looks good

---

**From:** Chen, Tony

**Sent:** Monday, October 16, 2017 2:38 PM

**To:** Quinlan, Kevin

**Cc:** Robb, Katie

**Subject:** APPROVAL NEEDED BY 4PM Re: [Query] Mayor GR's Letter for Amazon

**Importance:** High

Hey Kevin,

I've attached a draft of G's letter for the Amazon bid submission for you.

Can you please review and let us know your feedback by **4PM today?**

Thank you!

**Tony Chen**

Communications Manager



**From:** Robb, Katie  
**Sent:** Monday, October 16, 2017 12:06 PM  
**To:** Chen, Tony; Walker, Alexa  
**Subject:** FW: [Query] Mayor GR's Letter for Amazon

Can one of you tackle this today? G's welcome letter for the Amazon bid submission. I'm trying to get a hold of the Premier and PM's letters so we don't overlap too much....key focus of G's message should be along the lines of what Ingrid details below, and also: greenest city/sustainability, and our transportation network. Happy to talk through in more detail.

More info from VEC attached that may be useful...

**Katie Robb**  
Director of Communications  
Office of the Mayor | City of Vancouver  
Office: 604.873.7490 | Cell: 778.918.7973  
Mayorofvancouver.ca

---

**From:** Ingrid Valou [<mailto:IValou@vancouvereconomic.com>]  
**Sent:** Friday, October 13, 2017 3:15 PM  
**To:** Robb, Katie  
**Cc:** Tania Parisella; James Raymond  
**Subject:** [Query] Mayor GR's Letter for Amazon

Hi Katie,

As Tania's out s.22(1), I'm happy to step in. Could you please clarify what you mean by "position statement"?

In the meantime, here are a few points that I hope will help:

- Amazon already knows and trusts us, having done work with us in the past (and having a sizeable footprint in this city)
- In addition to our ability to attract, welcome and retain top talent from around that world, we also have an exemplary environment in which to support that talent – as evidenced by multinationals like Microsoft, SAP, Intel and Sony Pictures Imageworks.
- Our green, innovative city is an unparalleled location for people and businesses seeking to make impactful, sustainable change; our infrastructure, competitive business climate, diversity and liveability renders us an excellent choice for your new home away from home

Please let me know if there's anything else I can do to help!

 [@IngridValou](#)

**INGRID VALOU**  
Communications Specialist  
C: 604 868 1990

Suite 1500, 401 W. Georgia  
Vancouver, BC V6B 5A1  
[Website](#) | [Blog](#) | [Newsletter](#)



From: "[Johnston, Sadhu](mailto:Sadhu.Johnston@vancouver.ca)" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>

To: "[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>

Date: 10/20/2017 11:36:40 AM

Subject: RE: Site Assessment Briefing

It's in the bid document that I gave you guys last week...

Still got that?

s.

**Sadhu Afochs Johnston** | City Manager  
City of Vancouver | 453 W 12<sup>th</sup> Avenue  
Vancouver | BC V5Y 1V4  
604.873.7627 | [Sadhu.johnston@vancouver.ca](mailto:Sadhu.johnston@vancouver.ca)  
Twitter: [sadhuajohnston](https://twitter.com/sadhuajohnston)



---

**From:** Quinlan, Kevin  
**Sent:** Friday, October 20, 2017 11:30 AM  
**To:** Johnston, Sadhu; Robertson, G; Louie, Raymond  
**Subject:** RE: Site Assessment Briefing

Thanks. Would appreciate the info and details on the sites that were selected - haven't seen that yet. But the below looks good

---

**From:** Johnston, Sadhu  
**Sent:** Friday, October 20, 2017 10:36 AM  
**To:** Robertson, G; Louie, Raymond; Quinlan, Kevin  
**Subject:** Fwd: Site Assessment Briefing

Hi

Here's the draft notes on the amazon selection process. As we finalize, I would appreciate any feedback that you would like added, or any questions you may have.

Sadhu

Sadhu Johnston  
City Manager  
City of Vancouver  
O: (604) 873 7627

Begin forwarded message:

**From:** "Marley, Eleena" <[Eleena.Marley@vancouver.ca](mailto:Eleena.Marley@vancouver.ca)>  
**Date:** October 20, 2017 at 9:09:50 AM PDT  
**To:** "Johnston, Sadhu" <[Sadhu.Johnston@vancouver.ca](mailto:Sadhu.Johnston@vancouver.ca)>, "Mochrie, Paul" <[Paul.Mochrie@vancouver.ca](mailto:Paul.Mochrie@vancouver.ca)>, "McGregor, Marnie" <[Marnie.McGregor@vancouver.ca](mailto:Marnie.McGregor@vancouver.ca)>  
**Cc:** "Kendall-Craden, Rena" <[Rena.Kendall-Craden@vancouver.ca](mailto:Rena.Kendall-Craden@vancouver.ca)>, "Nikolic, Sandra" <[Sandra.Nikolic@vancouver.ca](mailto:Sandra.Nikolic@vancouver.ca)>, Ian McKay <[IMcKay@vancouvereconomic.com](mailto:IMcKay@vancouvereconomic.com)>, Tania Parisella <[TParisella@vancouvereconomic.com](mailto:TParisella@vancouvereconomic.com)>, James Raymond <[JRaymond@vancouvereconomic.com](mailto:JRaymond@vancouvereconomic.com)>  
**Subject: FW: Site Assessment Briefing**

Morning all,

See below for Deloitte's draft site assessment briefing notes. VEC are reviewing them this morning and will approve them for use in the Mayor/Councillor speaking notes for tomorrow's Mayor's meeting.

Please feel free to comment on the draft version, otherwise Marnie or I will circulate a formal version to this group later today for final approval.

Note the speaking notes for tomorrow's Mayor's meeting will include:

1. Summary of the 2-page public release (VEC completing this morning)
2. The VEC approved final version of the below speaking notes

Please don't hesitate to contact me if you have any concerns – note that I am on my cell today:

s.15(1)(l)

All the best

Eleena

---

**From:** Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]

**Sent:** Friday, October 20, 2017 8:47 AM

**To:** James Raymond; Ian McKay

**Cc:** Marley, Eleena; Tania Parisella; Beaton, Douglas (CA - British Columbia); Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto)

**Subject:** Site Assessment Briefing

**Importance:** High

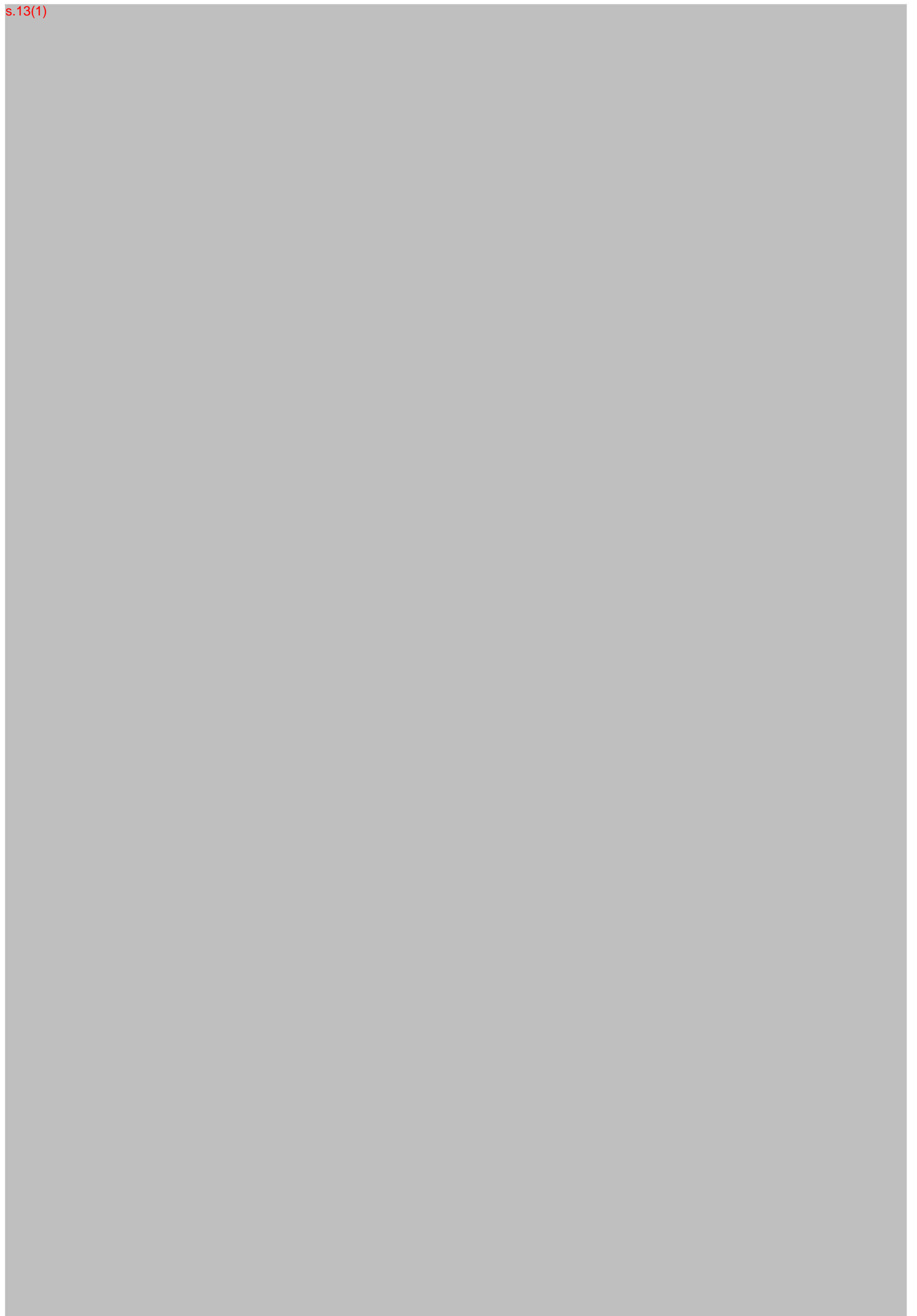
James and Ian – as requested at the last steering committee, please see below our notes on the site selection process and on specific sites which did not make it into the proposal.

Eleena – as requested, I am CC'ing you as I know there is a mayor meeting today that you were looking to prepare for.

If you have any questions, please let us know.

- Slavi

s.13(1)



**Slavi Diamandiev**

Economics Advisory Leader, Western Canada  
Financial Advisory Services  
Deloitte  
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4  
D: 604-601-3461 | M: 778-386-0490  
[sdiamandiev@deloitte.ca](mailto:sdiamandiev@deloitte.ca) | [LinkedIn Profile](#) | [deloitte.ca](http://deloitte.ca)



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From: "[Duprey, Naomi](mailto:ndduprey@amazon.com)" <[ndduprey@amazon.com](mailto:ndduprey@amazon.com)>  
To: "[de Eyre, Steven](mailto:sdeeyre@amazon.com)" <[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com)>  
"[O'Neil, Shea](mailto:shea.oneil@vancouver.ca)" <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>  
"[Quinlan, Kevin](mailto:Kevin.Quinlan@vancouver.ca)" <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
Date: 11/2/2017 11:20:52 AM  
Subject: RE: Vancouver & Amazon Followup

Hi Shea,

Sending a quick follow up on the below. Can you send over the names of any additional attendees and if you'll need parking information?

Thank you,  
Naomi

---

**From:** Duprey, Naomi  
**Sent:** Tuesday, October 31, 2017 2:07 PM  
**To:** de Eyre, Steven <[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com)>; O'Neil, Shea <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>; Quinlan, Kevin <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
**Cc:** Leader, Allison <[aleader@amazon.com](mailto:aleader@amazon.com)>  
**Subject:** RE: Vancouver & Amazon Followup

Shea,

Following up on a few remaining items here for Mayor Robertson's attendance at our event on Friday. Please see below:

**Final list of attendees:** Do you have a full list of attendees who will accompany the Mayor on Friday? If this is still being finalized, do you have an estimated number?

**Parking:** Will you require any information on parking at the building if arriving by car?

**Media:** We will be sending out a few social media posts and would encourage your team to do so as well if you would like. We'd encourage you to tag the following handles on twitter: [@amazonnews](https://twitter.com/amazonnews) and [@amazon\\_policy](https://twitter.com/amazon_policy). Additionally, below is the current list of press RSVP'd for the event. We've received guidance from our PR team that you are welcome to invite your own press pool and our team will be prepared to check-in media who have not RSVP'd day of. If you'd like to put out a media advisory, we'd just need to approve that on our end and ideally do it soon so it's not too last minute.

- Aleksandra Sagan, The Canadian Press
- Derrick Penner, Vancouver Sun / The Province
- Glen Korstom, Business in Vancouver
- Tyler Orton, Business in Vancouver
- Nathan Caddell, BCBusiness Magazine
- Blaine Kylo, The Georgia Straight
- Kenneth Chan, Vancouver Daily Hive

Thank you,  
Naomi

**Naomi Duprey** | Program Manager, Public Policy | Amazon  
[ndduprey@amazon.com](mailto:ndduprey@amazon.com) | T 206.266.9076 | [s.22\(1\)](#)  
Follow us on Twitter [@Amazon\\_Policy](https://twitter.com/Amazon_Policy)

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**From:** de Eyre, Steven  
**Sent:** Monday, October 30, 2017 6:05 PM  
**To:** O'Neil, Shea <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>; Quinlan, Kevin <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
**Cc:** Duprey, Naomi <[ndduprey@amazon.com](mailto:ndduprey@amazon.com)>; Leader, Allison <[aleader@amazon.com](mailto:aleader@amazon.com)>  
**Subject:** RE: Vancouver & Amazon Followup



Hi Shea, nice talking to you earlier.

As promised is the run of show. The event start promptly at 9am. Ideally the Mayor would arrive around 8:45-8:50 so that we could get him to his seat before the event.

Below is the current run of show. We're still finalizing the detailed version, but I'll give you what I have now, and let me know if there's any information missing that you require:

8:45 Mayor Arrives. Greeted by Amazon in 14<sup>th</sup> Floor Lobby. Mayor will have reserved seat in front row with other dignitaries and guests.  
9:00 Event begins  
9:00 Remarks by Alexandre Gagnon, VP, Canada & Mexico, Amazon  
9:05 Remarks by Jesse Dougherty, Site Leader, Amazon Vancouver (Jesse will be making the announcement of the new building).  
9:09 Jesse invites Premier John Horgan to the podium for remarks (4 minutes)  
9:13 Premier returns to seat; Jesse invites Ministers Qualtrough and Sajjan to podium for remarks (4 minutes total)  
9:17 Ministers return to seats; Jesse invites Mayor Robertson to podium for remarks (4 minutes)  
9:21 Jesse introduces and invites Kevin Pasco, Co-Founder and CMO of Nested Naturals (Amazon seller), to podium for remarks (4 min)  
9:25 Jesse announces \$25k donation to First Nations Technology Council, introduces Denise Williams to podium for remarks (4 min)  
 Event concludes. Guests invited to reception down the hall.  
Mayor and staff depart.

Steve

**Steve de Eyre** | Head of Public Policy | Amazon.ca  
[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com) | T: 416-309-6187 | s.22(1)  
120 Bremner Boulevard, 26<sup>th</sup> Floor | Toronto, Ontario M5J 0A8

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**From:** de Eyre, Steven  
**Sent:** October 30, 2017 4:05 PM  
**To:** 'O'Neil, Shea' <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>; 'Quinlan, Kevin' <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>  
**Cc:** Naomi Duprey ([ndduprey@amazon.com](mailto:ndduprey@amazon.com)) <[ndduprey@amazon.com](mailto:ndduprey@amazon.com)>; Leader, Allison <[aleader@amazon.com](mailto:aleader@amazon.com)>  
**Subject:** RE: Vancouver & Amazon Followup

Hi Shea,

As promised, attached is our (near final) press release. **Please do not distribute further – the release is under embargo until 9:30AM PT on Friday.**

As mentioned, we're excited to include a quote from Mayor Robertson. I'd love to give you some additional context on the phone – can you call me when you have a minute? s.22(1)

Ideally, we'd appreciate a quote from the Mayor by tomorrow (Tuesday) at Noon PT.

Please let us know if you have any questions. Thanks,  
Steve



**Steve de Eyre** | Head of Public Policy | Amazon.ca  
[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com) | T: 416-309-6187 | s.22(1)  
120 Bremner Boulevard, 26<sup>th</sup> Floor | Toronto, Ontario M5J 0A8

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**From:** de Eyre, Steven  
**Sent:** October 29, 2017 10:53 PM  
**To:** O'Neil, Shea <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>  
**Cc:** s.22(2)(e), s.22(2)(f), and s.22(2)(h) 'Quinlan, Kevin' <[Kevin.Quinlan@vancouver.ca](mailto:Kevin.Quinlan@vancouver.ca)>; Naomi Duprey (<[ndduprey@amazon.com](mailto:ndduprey@amazon.com)>) <[ndduprey@amazon.com](mailto:ndduprey@amazon.com)>  
**Subject:** RE: Vancouver & Amazon Followup

Hi Shea – Just wanted to provide some additional details for Friday's event.

The event starts promptly at **9:00AM at Amazon Vancouver, 510 West Georgia Street, 14th Floor** (Telus Garden Building). The event starts promptly at 9am, so please plan to for the Mayor to arrive no later than 8:50. Please advise us if the Mayor will have a security detail, needs security measures to be taken, if you need to do an advance tour, etc. The event will run for approximately 30 minutes, and be followed by a casual breakfast reception, which the Mayor is welcome to attend. The other officials attending will be Premier Horgan, Minister Qualtrough, and Minister Sajjan.

I'd also like to offer to provide the Mayor with a short tour of our office and the opportunity to meet with some of our employees to learn about their work. We could do this immediately before or after the event (though at either time he might be joined by some of the other elected officials attending).

We'd like to have the Mayor give brief remarks during the program (~3 minutes), and also to provide a short quote for our news release. I'll follow up in the morning with a copy of our news release, which will include the specifics of what we are announcing.



Let me know if you have any initial questions, and I'll be in touch with more information  
rrow.

Thanks,  
Steve

**Steve de Eyre** | Head of Public Policy | Amazon.ca  
[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com) | T: 416-309-6187 | s.22(1)  
120 Bremner Boulevard, 26<sup>th</sup> Floor | Toronto, Ontario M5J 0A8

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**From:** Quinlan, Kevin [<mailto:Kevin.Quinlan@vancouver.ca>]  
**Sent:** October 18, 2017 4:33 PM  
**To:** de Eyre, Steven <[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com)>  
**Cc:** s.22(2)(e), s.22(2)(f), and s.22(2)(h) O'Neil, Shea <[shea.oneil@vancouver.ca](mailto:shea.oneil@vancouver.ca)>  
**Subject:** RE: Vancouver & Amazon Followup

Thanks Steven, sounds great, we're confirmed. The Mayor and our office are looking forward to it.

Shea from our office can follow up if there are any other questions.

cheers

---

**From:** de Eyre, Steven [<mailto:sdeeyre@amazon.com>]  
**Sent:** Wednesday, October 18, 2017 8:52 AM  
**To:** Quinlan, Kevin  
**Cc:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)  
**Subject:** RE: Vancouver & Amazon Followup

Hi Kevin –

Sorry for the delay in following up on the details on the event planned for Nov 3. We will be announcing this new building and the 1000 new jobs at our current office (Telus Garden Building) in Vancouver. The event is scheduled to start at 9am.

We would love to also have Mayor Robertson attend and give brief remarks. Premier Horgan is confirmed to attend, and we are also working with the Federal Government to identify a senior representative to attend. The Event will run 30-45 minutes, including remarks from officials, Amazon's local and national leadership, as well as a BC-based small business selling on Amazon, and a local non-profit that we will make a donation to.

Please let me know if the Mayor will be available to attend, and if I can provide you with any additional details.



s,

Steve

**Steve de Eyre** | **Head of Public Policy** | **Amazon.ca**  
[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com) | T: 416-309-6187 | s.22(1)  
120 Bremner Boulevard, 26<sup>th</sup> Floor | Toronto, Ontario M5J 0A8

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**From:** Quinlan, Kevin [<mailto:Kevin.Quinlan@vancouver.ca>]  
**Sent:** October 17, 2017 1:29 PM  
**To:** s.22(2)(e), s.22(2)(f), and s.22(2)(h)  
**Cc:** de Eyre, Steven <[sdeeyre@amazon.com](mailto:sdeeyre@amazon.com)>  
**Subject:** RE: Vancouver & Amazon Followup

s.22(2)(e), s.22(2)(f), and s.22(2)(h)

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**From:** s.17(1)  
**Sent:** Monday, October 16, 2017 8:05 PM  
**To:** Quinlan, Kevin  
**Cc:** de Eyre, Steven  
**Subject:** Vancouver & Amazon Followup

s.22(2)(e), s.22(2)(f), and s.22(2)(h)



From: [Techvibes <no-reply@techvibes.com>](mailto:Techvibes@techvibes.com)

To: ["Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>](mailto:Kevin.Quinlan@vancouver.ca)

Date: 9/25/2017 4:35:52 AM

Subject: The Amazon Problem: How a Canadian HQ2 prompts concern

Techvibes - The Daily Vibe - September 25, 2017

## The Daily Vibe

Your pulse on what's fresh in tech on September 25, 2017.

### [The Amazon Problem: How a Canadian HQ2 prompts concern](#)

Here's a hot take for you: 50,000 new jobs, billions in revenue and millions in infrastructure improvements may harm the Canadian employment ecosystem. Ever since Amazon announced their search for a second headquarters (dubbed the HQ2), North American cities have lined up to submit bids. And why not?

### [Microsoft-Facebook finish super-speed subsea cable](#)

A 4,000-mile long subsea cable running from Virginia Beach to Bilbao, Spain is finally complete. Called Marea, the Spanish word for tide, Microsoft and Facebook partnered with Telxius, a global telecommunications infrastructure company, to lay the highest-capacity undersea cable ever to cross the Atlantic Ocean.



### [Invictus Games showcase to demo homegrown assistive tech](#)

Nearly one in seven Canadian adults are living with some degree of physical disability, presenting real-world barriers and daily challenges. As part of this year's Invictus Games, 48 assistive technology innovators from Ontario will demonstrate how their devices can change the lives of people living with disabilities.

### [Make your move into the tech community on September 28th](#)

If you're looking to jump into the tech community, there is no better time. Taking place on September 28th across Canada in Montreal, Toronto, and Vancouver, Startup Open House's mission is to showcase the local startup community. And if you're in Montreal, you can cap the day off with our own Techfest recruiting event.



New Career Opportunities this week

- [UX Designer @ SSENSE](#) (Montreal, QC)
- [Call Agent @ PlentyOfFish](#) (Vancouver, BC)
- [Digital Marketing Manager @ L'Oreal Canada](#) (Montreal, QC)
- [Senior UI/UX Designer @ Flipp](#) (Toronto, ON)
- [Software Developer @ TradeRev](#) (Montreal, QC)

How Twitter Bots can spread positivity and reinforce good behaviours

Twitter spam bots are a persistent and growing problem for the social platform where thousands of fake accounts can spread falsehoods to gullible human users. But a study by the University of Southern California shows spam bots can be used to spread positivity, and even trigger good behaviour.

Happy Reading,

Techvibes Editorial Team

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