

From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
"Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Reza, Fatima \ (CA - British Columbia)" <freza@deloitte.ca>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 9/29/2017 1:57:06 PM
Subject: RE: Amazon HQ Bid and YVR support

I'll step in for Sean here. I suggest it should be more general eg

s.13(1)

Think we should keep it short and sweet- cc'ing Claire re this. We can likely only fit in 1 or 2 lines per testimonial I imagine

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Friday, September 29, 2017 2:29 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Sean Elbe <SElbe@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Reza, Fatima (CA - British Columbia) <freza@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: FW: Amazon HQ Bid and YVR support

FYI, here is good logistics content on YVR for the proposal. Note that they are happy to provide a (better) testimonial as well—Sean, from your perspective, what would make the most sense for a YVR testimonial (e.g. Culture? Talent?) relative to the outreach you are doing? Would you be able to suggest topics and desired length, and I will pass on to Tess?

Thanks,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca

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Please consider the environment before printing.

From: Tess Messmer [mailto:Tess_Messmer@yvr.ca]
Sent: Friday, September 29, 2017 2:23 PM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Janice Murray <Janice_Murray@yvr.ca>
Cc: Anne Murray <Anne_Murray@yvr.ca>; Sean Elbe <SElbe@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Brock Penner <Brock_Penner@yvr.ca>
Subject: RE: Amazon HQ Bid and YVR support

Hi Tom,

I have pulled together the attached document with some key facts and stats that cover what you have asked for – please let me know if we are missing anything. I have included a number of hyperlinks in there to our website for more detailed info.

In terms of the statement/testimonial, I have included a general statement about YVR and our role in the region which definitely covers off what you outline but we'd be more than happy to create one specific to the amazon bid if that is what is needed. Let us know and ideally how long it should be and we can get that over to you early next week.

Thanks,
Tess

Tess Messmer
Communications Specialist
VANCOUVER AIRPORT AUTHORITY

DIRECT: 604.276.6384 | MEDIA LINE: 604.880.9815
WEB: WWW.YVR.CA | TWITTER: @YVRAIRPORT



From: Corner, Tom (CA - British Columbia) [<mailto:tcorner@deloitte.ca>]
Sent: Thursday, September 28, 2017 5:01 PM
To: Tess Messmer; Janice Murray
Cc: Anne Murray; Sean Elbe; James Raymond
Subject: RE: Amazon HQ Bid and YVR support

Hi Tess,

Thanks for the quick reply.

I was getting in touch re: two things that would be very helpful to the Metro Vancouver HQ2 proposal. First, it would be great if you had any recent marketing materials (or simply the latest information) that you could provide on YVR's connectedness to key west coast and international destinations, especially those that are likely to be most of interest to Amazon, a Seattle technology company.

Please note that page 5 of Amazon's HQ2 RFP (https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504.pdf) states:

Travel time to an international airport with daily direct flights to Seattle, New York, San Francisco/Bay Area, and Washington, D.C. is also an important consideration.

Thus, information about the extent to which YVR offers direct (ideally daily) flights to these cities would be important for us to cite in the proposal.

Second, we would like to include, if possible, a statement or testimonial from YVR. This could be something along the lines of a commitment to the region and making Metro Vancouver an even more successful international hub, or even just a general testimonial about Metro Vancouver being a great place to operate, find talent, and grow.

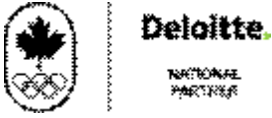
(Please note that the Amazon RFP also states: Cultural Community Fit – The Project requires a compatible cultural and community environment for its long-term success. This includes the presence and support of a diverse population, excellent institutions of higher education, local government structure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

If it would be helpful to arrange a call this evening, tomorrow or in the coming days to discuss further, I would be happy to do so.

Best,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca
--



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Please consider the environment before printing.

From: Tess Messmer [mailto:Tess_Messmer@yvr.ca]
Sent: Thursday, September 28, 2017 4:34 PM
To: Janice Murray <Janice_Murray@yvr.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Anne Murray <Anne_Murray@yvr.ca>
Subject: RE: Amazon HQ Bid and YVR support

Hi Janice,

Yes, of course I am happy to help.

Nice to e-meet you Tom – if you can let me know what you are needing I will do my best to send you everything tomorrow. I am away all of next week but someone else from my team can help out if need be.

Thanks,
Tess

Tess Messmer
Communications Specialist
VANCOUVER AIRPORT AUTHORITY

DIRECT: 604.276.6384 | MEDIA LINE: 604.880.9815
WEB: WWW.YVR.CA | TWITTER: @YVRAIRPORT



From: Janice Murray
Sent: Thursday, September 28, 2017 4:31 PM
To: Tess Messmer
Cc: 'tcorner@deloitte.ca'; Anne Murray
Subject: Amazon HQ Bid and YVR support

Hi Tess,

I wonder if you could please connect with Tom Corner (tel: 604 640 3100) regarding information he has requested from YVR in support of the Amazon HQ bid.
Ray and Geoff attended the bid meeting a couple of weeks ago, organized by Vancouver Economic Commission. Deloitte are now working on the bid document on their behalf.

I'd be happy to set up time in Anne's schedule if required however some or most of the information, backgrounders and YVR details would be best sourced from our Media team.

Thanks,
Janice

Janice Murray

Executive Assistant to
Anne Murray, Vice President, Marketing & Communications
Gerry Bruno, Vice President, Federal Government Affairs
VANCOUVER AIRPORT AUTHORITY

DIRECT: 604.276.6655

WEB: WWW.YVR.CA | TWITTER: @YVRAIRPORT



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From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/18/2017 12:17:53 PM
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

Whatevers easiet.

See last email - maybe 2 pdfs

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
Sent: Wednesday, October 18, 2017 1:15 PM
To: James Raymond
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

For Slavi, do you want a PDF that is Proposal + Appendix? Or Two PDFs?

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 1:07 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

Pl add them

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
Sent: Wednesday, October 18, 2017 12:57 PM
To: James Raymond
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

DO I need to recognize deloitte?

From: Aisling Geaney <ageaney@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 12:38 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, Jamie Warren <JWarren@vancouvereconomic.com>, Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Funding: DEADLINE EOD

Here is your list James:



Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015

E: ageaney@vancouvereconomic.com



Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1


[Website](#) | [Blog](#) | [Twitter](#)

From: Aisling Geaney
Sent: Wednesday, October 18, 2017 12:19 PM
To: Bryan Buggy <Buggy@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Amazon HQ2 Funding: DEADLINE EOD
Importance: High

Hi Bryan,

Can I grab a minute of your time to check in on the Amazon funding and where we stand?

s.13(1), s.17(1)

A large rectangular area of the email body is redacted with a solid grey background.

Kind Regards,
Aisling

From: Jamie Warren
Sent: Wednesday, October 18, 2017 12:09 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>; Bryan Buggy <Buggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: RE: Can you ask ian

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s.17(1)

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To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <Buggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Can you ask ian

Can u get it please. Has changed so much I don't know who it is now

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Sent: Wednesday, October 18, 2017 11:45 AM
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Subject: Can you ask ian
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If he wants the thank you page to acknowledge just the funders, or the whole advisory group?

Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/18/2017 11:58:34 AM
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

No

Assume not I will check

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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Sent: Wednesday, October 18, 2017 12:57 PM
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Subject: RE: Amazon HQ2 Funding: DEADLINE EOD

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Kind Regards,

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Senior Accountant
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E: ageaney@vancouvereconomic.com




Suite 1500, 401 W. Georgia
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The s.17(1)

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
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Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

Is that s.17(1)? Or it is something else?

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Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, Jamie Warren <JWarren@vancouvereconomic.com>, Bryan Buggy <BBuggy@vancouvereconomic.com>
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CC: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Jamie Warren" <JWarren@vancouvereconomic.com>
"Bryan Buggy" <BBuggey@vancouvereconomic.com>
Date: 10/18/2017 11:38:26 AM
Subject: RE: Amazon HQ2 Funding: DEADLINE EOD

Thanks!

From: Aisling Geaney
Sent: Wednesday, October 18, 2017 12:38 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
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Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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Vancouver, BC V6B 5A1
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Subject: Can you ask Ian
Importance: High

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Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Khan, Farah \CA - British Columbia\" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/3/2017 8:16:03 AM
Subject: RE: Amazon HQ2 | Draft [October 2nd]

No worries – it may have been a Deloitte email issue! We were having problems yesterday across the network.

From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Tuesday, October 3, 2017 9:15 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: Re: Amazon HQ2 | Draft [October 2nd]

Thank you! So weird. Definitely didn't get any emails from you yesterday evening.... Hopefully it's not in my spam...

From: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
Date: Tuesday, October 3, 2017 at 9:11 AM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: FW: Amazon HQ2 | Draft [October 2nd]

FYI

From: Khan, Farah (CA - British Columbia)
Sent: Monday, October 2, 2017 5:39 PM
To: 'ccampbell@vancouvereconomic.com' <ccampbell@vancouvereconomic.com>
Cc: 'James Raymond' <JRaymond@vancouvereconomic.com>
Subject: Amazon HQ2 | Draft [October 2nd]

Hi Claire –

Please find attached an updated draft of the proposal.

Cheers,
Farah

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From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
CC: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/11/2017 8:30:34 AM
Subject: RE: Amazon HQ2 Proposal - First Draft

Can we get an updated draft Farah- as per below

Also- we need to chat about the connectivity section (as it is too long)

-----Original Message-----

From: Khan, Farah (CA - British Columbia) [mailto:farakhan@deloitte.ca]
Sent: Tuesday, October 10, 2017 1:01 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: Re: Amazon HQ2 Proposal - First Draft

Team,

Thanks again for connecting this morning. One item I wanted to follow-up on was internal reviews of the designed document. We are all in agreement that the designed document does not need to be shared with Steering Committee until the 16th, however leading up to that, it may make sense to have a couple of internal reviews with the folks on this email.

Claire, James - please let me know if you are comfortable having a review of one draft on Thursday (without additional steering committee comments), and Friday (with additional steering committee comments).

I'll share an updated document by end of day which will include additional incentive information, as well as a reordering of the chapters (community, talent, sites, financials).

Thanks,
Farah

Sent from my iPhone

> On Oct 10, 2017, at 8:59 AM, Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca> wrote:
>
> Hello Claire –
>
> I hope you had a wonderful Thanksgiving!
>
> Please find attached a copy of the proposal that was shared with the Steering Committee this weekend. They will be providing feedback by Wednesday, but in the interim, I think this is document would be a good starting point to build the design components off of.
>
> Please let me know if you have any questions.
>
> Thanks,
> Farah
>
> From: Diamandiev, Slavi (CA - British Columbia)
> Sent: Sunday, October 8, 2017 7:10 PM
> To: Ian McKay <IMcKay@vancouvereconomic.com>;
> sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Floona Marley

> <Eleena.Marley@vancouver.ca>; carol.mason@metrovanvancouver.org; Krieger,
> Brian MIT:EX <Brian.Krieger@gov.bc.ca>; valalonde@surrey.ca; Ann Rowan
> <Ann.Rowan@metrovanvancouver.org>; Annie Gorra
> <annie.gorra@vancouver.ca>; Jong, Teresa <Teresa.Jong@vancouver.ca>;
> ljdonoehoe@surrey.ca; Wu, Stephen <SWu@surrey.ca>; Robertson, Chris
> <chris.robertson@vancouver.ca>; Chambers, Courtney
> <Courtney.Chambers@surrey.ca>; Oehlschlager, Kelly
> <kelly.oehlschlager@vancouver.ca>; Neal Carley
> <Neal.Carley@metrovanvancouver.org>; Tess Kitchen
> <Tess.Kitchen@metrovanvancouver.org>; Jones, Donna <DLJones@surrey.ca>;
> James Raymond <JRaymond@vancouvereconomic.com>; Heather Schoemaker
> <Heather.Schoemaker@metrovanvancouver.org>
> Cc: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>;
> Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas
> (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA -
> British Columbia) <tcornet@deloitte.ca>; Shutts, Christopher (CA -
> British Columbia) <cshutts@deloitte.ca>; Sawchuk, Jamie (CA - British
> Columbia) <JSawchuk@deloitte.ca>; Khan, Farah (CA - British Columbia)
> <farakhan@deloitte.ca>; Hilts, David (CA - Toronto)
> <dhilts@deloitte.ca>
> Subject: Amazon HQ2 Proposal - First Draft
> Importance: High
>
> Dear Steering Committee,
>
> I hope everyone is having a nice Thanksgiving weekend. Attached is our first draft of the proposal to Amazon,
intended for discussion only. For the purpose of collecting feedback we have kept it in paragraph format in Word.
The final proposal will be reformatted to visuals and bullets, as per the attached PDF example.
>
> Please review and provide your comments by end of day Wednesday, October 11th. As agreed at the last steering
committee meeting, we expect to receive consolidated feedback for each stakeholder from the following individuals:
>
>
> · David Collier – Province of BC
>
> · Heather Schoemaker – Metro Vancouver
>
> · Donna Jones – City of Surrey
>
> · Eleena Marley – City of Vancouver and Vancouver Economic Commission
>
> David, Heather, Donna and Eleena – please feel free to circulate internally as you deem appropriate. Should you
have any questions or concerns, please do not hesitate to call me at any time at my cell: 778 386 0490.
>
> Thank you and have a nice day off tomorrow.
>
> - Slavi
>
> Slavi Diamandiev
> Economics Advisory Leader, Western Canada Financial Advisory Services
> D: 604-601-3461 | M: 778-386-0490
> sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca> | LinkedIn
> Profile<<https://ca.linkedin.com/in/slavi-diamandiev-5616362>> |
> deloitte.ca<<http://www.deloitte.ca/>>
>

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> team
>
> Please consider the environment before printing.
>
> -----Original Appointment-----
> From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
> Sent: Wednesday, September 27, 2017 1:15 PM
> To: Ian McKay;
> sadhu.johnston@vancouver.ca<mailto:sadhu.johnston@vancouver.ca>;
> paul.mochrie@vancouver.ca<mailto:paul.mochrie@vancouver.ca>; Eleena
> Marley;
> carol.mason@metrovanvancouver.org<mailto:carol.mason@metrovanvancouver.org>;
> Krieger, Brian MIT:EX;
> valalonde@surrey.ca<mailto:valalonde@surrey.ca>; Beaton, Douglas (CA -
> British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie
> Gorra; Jong, Teresa; ljdonohoe@surrey.ca<mailto:ljdonohoe@surrey.ca>;
> Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA
> - British Columbia); Jones, Donna; James Raymond
> Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA -
> Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen;
> Robertson, Chris
> Subject: HQ2 Steering Committee
> When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
> Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th
> Avenue
>
> Conference call details:
> Toll Free s.15(1)(l)
> From Vancouver 604-829-4222
>
> Meeting ID: s.15(1)(l)
> Password: s.15(1)(l)
>
> <Amazon_HQ2_RFP Response_Storyboard_v2.9 - Draft for Discussion - Not
> for....docx> <Amazon_HQ2_RFP Response_Graphic Examples_v0.1.pdf>
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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 10/11/2017 9:35:22 AM
Subject: RE: Amazon HQ2 Proposal - First Draft

Hi James –

Thanks for your note. Based on Claire's feedback regarding iterations, and opting to see an integrated version post Wednesday, I have only incorporated partial comments at this time and plan to build out the rest later today. Apologies for the confusion in communication, but I'll share a draft of the incentives that have come in under separate cover.

s.13(1)

Tom - can you please connect with James on this section?

Thanks,
Farah

-----Original Message-----

From: Khan, Farah (CA - British Columbia)
Sent: Tuesday, October 10, 2017 8:52 PM
To: 'Claire Campbell' <ccampbell@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: RE: Amazon HQ2 Proposal - First Draft

Not a problem Claire; Steering Committee comments will likely be minor but can understand on waiting for the integrated document. Chris, James and I will be sure to circulate an updated version with Steering Committee comments integrated after Wednesday.

Cheers,
Farah

-----Original Message-----

From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Tuesday, October 10, 2017 5:22 PM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: Re: Amazon HQ2 Proposal - First Draft

Hi Farah,

I'd prefer to have a design review AFTER we have finalized all of the comments from the steering committee, otherwise it will create duplicate work for me having to go back and add in the steering committee feedback. However, as I am prioritizing the Site pages, I can flip those over when they are done (hopefully tomorrow) and you can review those while I continue to work on the rest of the file.

Thanks,
Claire

On 2017-10-10, 1:00 PM, "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca> wrote:

Team,

Thanks again for connecting this morning. One item I wanted to follow-up on was internal reviews of the designed document. We are all in agreement that the designed document does not need to be shared with Steering Committee until the 16th, however leading up to that, it may make sense to have a couple of internal reviews with the folks on this email.

Claire, James - please let me know if you are comfortable having a review of one draft on Thursday (without additional steering committee comments), and Friday (with additional steering committee comments).

I'll share an updated document by end of day which will include additional incentive information, as well as a reordering of the chapters (community, talent, sites, financials).

Thanks,
Farah

Sent from my iPhone

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>
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>
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> Farah
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> To: Ian McKay <IMcKay@vancouvereconomic.com>; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley <Eleena.Marley@vancouver.ca>; carol.mason@metrovanvancouver.org; Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>; valalonde@surrey.ca; Ann Rowan <Ann.Rowan@metrovanvancouver.org>; Annie Gorra <annie.gorra@vancouver.ca>; Jong, Teresa <Teresa.Jong@vancouver.ca>; ljdonoehoe@surrey.ca; Wu, Stephen <SWu@surrey.ca>; Robertson, Chris <chris.robertson@vancouver.ca>; Chambers, Courtney <Courtney.Chambers@surrey.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Neal Carley <Neal.Carley@metrovanvancouver.org>; Tess Kitchen <Tess.Kitchen@metrovanvancouver.org>; Jones, Donna <DLJones@surrey.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Heather Schoemaker <Heather.Schoemaker@metrovanvancouver.org>

> Cc: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>

> Subject: Amazon HQ2 Proposal - First Draft

> Importance: High

>

> Dear Steering Committee,

>

> I hope everyone is having a nice Thanksgiving weekend. Attached is our first draft of the proposal to Amazon, intended for discussion only. For the purpose of collecting feedback we have kept it in paragraph format in Word. The final proposal will be reformatted to visuals and bullets, as per the attached PDF example.

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> · Donna Jones – City of Surrey

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> David, Heather, Donna and Eleena – please feel free to circulate internally as you deem appropriate. Should you have any questions or concerns, please do not hesitate to call me at any time at my cell: 778 386 0490.

>

> Thank you and have a nice day off tomorrow.

>

> - Slavi

>

> Slavi Diamandiev

> Economics Advisory Leader, Western Canada

> Financial Advisory Services

> D: 604-601-3461 | M: 778-386-0490

> sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca> | LinkedIn Profile<https://ca.linkedin.com/in/slavi-diamandiev-5616362> | deloitte.ca<http://www.deloitte.ca/>

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> of the Canadian Olympic team

>

> Please consider the environment before printing.

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> -----Original Appointment-----

> From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]

> Sent: Wednesday, September 27, 2017 1:15 PM

> To: Ian McKay; sadhu.johnston@vancouver.ca<mailto:sadhu.johnston@vancouver.ca>; paul.mochrie@vancouver.ca<mailto:paul.mochrie@vancouver.ca>; Eleena Marley;

> carol.mason@metrovanvancouver.org<mailto:carol.mason@metrovanvancouver.org>; Krieger, Brian

MIT:EX; valalonde@surrey.ca<mailto:valalonde@surrey.ca>; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; Jong, Teresa; ljdonoehoe@surrey.ca<mailto:ljdonoehoe@surrey.ca>; Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
> Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen; Robertson, Chris
> Subject: HQ2 Steering Committee
> When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
> Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue
>
> Conference call details:
> Toll Free s.15(1)(l)
> From Vancouver 604-829-4222
>
> Meeting ID: s.15(1)(l)
> Password: s.15(1)(l)
>
> <Amazon_HQ2_RFP Response_Storyboard_v2.9 - Draft for Discussion - Not for....docx>
> <Amazon_HQ2_RFP Response_Graphic Examples_v0.1.pdf>
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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/3/2017 8:12:25 AM
Subject: RE: Amazon Most Recent Version

Hi Claire – I just sent it over; please let me know if it comes through shortly. Thanks!

From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Tuesday, October 3, 2017 9:10 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: Amazon Most Recent Version

Morning Farah,

I didn't see the new version of the word doc come in last night - could you please send it over when you get a chance? Hope the meeting went well last night!

Thanks,
Claire

--
CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 (*new*)

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From: "Khan, Farah \CA - British Columbia\" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/4/2017 8:17:10 AM
Subject: RE: Amazon | Template for Site Material

Hi Claire – not a problem; we have been having issues w th our network so apologies for that. Happy to discuss any of your quest ons this morning. Cheers, Farah

From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Wednesday, October 4, 2017 9:05 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Subject: Re: Amazon | Template for Site Material

Hi Farah,

By reading this email I am guessing that you didn't intend for it to hit my inbox so late (it came in during the evening, after I had already left). It must have been another issue with the Deloitte email servers or something. Anyway, I didn't mean to ignore your email, I promise!

I can see that you have moved our design meeting up earlier. I will bring my Work in Progress designs to that meeting and we can certainly discuss the real estate templates there! The more I get into them, the more I feel I need a little bit on guidance on the content.

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 (*new*)

From: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
Date: Tuesday, October 3, 2017 at 6:58 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Amazon | Template for Site Material

Hi Claire –

Hope you're well.

I wanted to check in to see when a template for the site material could be shared? We'd like to start surfacing t w th the real estate team soon, so they can understand the end result we are driving towards. Happy to chat later today if that helps.

Thanks!

Farah

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From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
CC: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/18/2017 12:17:21 PM
Subject: Re: Amazon Update FYI

Claire pl send wetransfer link when done

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Wednesday, October 18, 2017 1:13 PM
To: James Raymond
Cc: Corner, Tom (CA - British Columbia); Khan, Farah (CA - British Columbia); Shutts, Christopher (CA - British Columbia); Beaton, Douglas (CA - British Columbia); Ian McKay; Bryan Buggey; Tania Parisella; Sean Elbe; Claire Campbell; Ingrid Valou
Subject: Re: Amazon Update FYI

Thanks James, given the file is too large for email, can we provide the steering committee with a link?

Re: agenda, Jamie circulated it earlier, I will forward to you.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Oct 18, 2017, at 12:56 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

- 1) 5 hard copies and 1 USB stick are now with UPS for delivery by 10:30am tomorrow
- 2) 5 hard copies and 1 USB stick will be delivered in person by **s.22(e)(f)(h)** who is happy to receive
- 3) Claire is finalising the 'Acknowledgements' page of the Appendix where we thank the project funders. She will send this to you Slavi in a final combined electronic copy asap, likely before 2.
- 4) I will clarify whether Ian should also send a copy by email (they ask for it, but our file is too large for most inboxes even when compressed). I don't think we need to email as well but checking just in case
- 5) steering committee meeting at 4pm today. Haven't seen an agenda yet
- 6) Ian is doing a CBC interview tomorrow. We have declined several other media requests

Let me know any questions. I will be out of office Thurs and Fri but will be contactable

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From: "Khan, Farah \[CA - British Columbia\]" <farakhan@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "Corner, Tom (CA - British Columbia)" <tcorn@deloitte.ca>
Date: 10/4/2017 2:28:17 PM
Subject: RE: Amazon HQ2 RFP Response Project Plan v0.3.pptx

Hi James –

Exactly what we were thinking - We've shared a draft w th Dave and asked him for any initial feedback and to start thinking about building the content to f t this format.

Thanks so much Claire!

Cheers,
Farah

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 4, 2017 1:20 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorn@deloitte.ca>
Subject: RE: Amazon_HQ2_RFP Response_Project Plan_v0.3.pptx

Looks awesome- tom, can we bring in Dave Hilt on this asap (even if tmrw post the SC meeting). He can start to inform Claire what the final criteria for the sites will ~~and~~ *and that we want to include in our proposa* for her to start working on the template

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: Claire Campbell
Sent: October 4, 2017 11:42 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Re: Amazon_HQ2_RFP Response_Project Plan_v0.3.pptx

Got it. Thanks for letting me know!

Attached is the Real Estate One-Sheet. Eager to hear what Tom thinks! Please let him know that the content is all dummy content.

CC'ing James as an FYI. You might be interested to see what he concept is looking like!

From: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
Date: Wednesday, October 4, 2017 at 11 06 AM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Amazon_HQ2_RFP Response_Project Plan_v0.3.pptx

Hi Claire – Just an FYI, **s.13(1)** I'll provide more guidance on over the next day on when we can start building the design off of the content. Thanks, Farah.

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From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/4/2017 1:35:20 PM
Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v2.3.docx
Attachments: Amazon_HQ2_RFP Response_Storyboard_v2.3 JR edits.docx

Think it is brilliant Farah. You have done an incredible job of synthesizing an insane amount of info and turning it into a lucid proposal

Attached are my comments/notes. I see there are some visuals Claire can maybe start working on...

Lets discuss more at 3:30, I'll call you as close to that as poss

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: Khan, Farah (CA - British Columbia) [mailto:farakhan@deloitte.ca]
Sent: October 3, 2017 9:55 PM
To: James Raymond <JRaymond@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Amazon_HQ2_RFP Response_Storyboard_v2.3.docx

Hello James and Claire –

Please see attached for an updated draft of the document.

James – please feel free to review this version, and we can discuss what pieces may be missing and/or should be positioned differently tomorrow morning. (Note Tom is reviewing the document in parallel tomorrow, and may make minor changes to stats, economic data etc.)

Claire – a lot of the content is now in the document so feel free to start thinking about different visuals, graphics etc. We can discuss in detail tomorrow, as well as how to start sharing the site templates with the real estate team.

Thank you both!

Farah

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From:	"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC:	"Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca> "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
Date:	10/13/2017 5:01:33 PM
Subject:	RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx
Attachments:	Amazon HQ2 RFP Response Storyboard v3.6.docx

Resending with tracked changes accepted. Cheers!

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
 Sent: Friday, October 13, 2017 5:58 PM
 To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Claire Campbell <ccampbell@vancouvereconomic.com>
 Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
 Subject: Re: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

My version still has tracked changes? Can you accept all and resend pl

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia)
 Sent: Friday, October 13, 2017 5:13 PM
 To: Claire Campbell
 Cc: James Raymond; Shutsa, Christopher (CA - British Columbia)
 Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,
 Farah

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From: "Jamie Warren" <JWarren@vancouvereconomic.com>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Aisling Geaney" <ageaney@vancouvereconomic.com>
"Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/18/2017 11:09:21 AM
Subject: RE: Can you ask ian
Attachments: Amazon Funding Tracker.xlsx

Below is the list from Bryan. Some of them s.17(1) said they'd only pay if their sites were used. I don't know where things have landed there so I've attached Aisling's list with her notes as well.

s.17(1)



From: James Raymond
Sent: October-18-17 11:57 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Can you ask ian

Can u get it please. Has changed so much I don't know who it is now

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Jamie Warren
Sent: Wednesday, October 18, 2017 11:45 AM
To: James Raymond
Cc: Bryan Buggy; Claire Campbell
Subject: RE: Can you ask ian

Just the funders – do you want me to get that list from Bryan or do you have it?

From: James Raymond
Sent: October-18-17 11:43 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Can you ask ian
Importance: High

If he wants the thank you page to acknowledge just the funders, or the whole advisory group?

Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

s.17(1), s.21(1)



From: "Corner, Tom \ (CA - British Columbia)" <tcorn@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
"Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: 10/11/2017 11:57:11 AM
Subject: RE: Check in

Hi Team,

Following discussions with Slavi, James and Claire here is the revised timeline we would propose. Rather than asking the steering committee to review on Sunday, we will send them the proposal on Sunday afternoon/evening and ask for comments by Monday at 11 a.m.

Slavi, I know we had previously discussed noon as the cutoff, but VEC feels strongly that Monday needs to be protected for final edits, as the printer is only open in the morning. If we only get the documents to the printer on Tuesday, they may not be able to start working on them until Wednesday. I hope this works from your perspective.

First End-to-End Design Complete Version: 5 PM, Saturday October 14 (though you should see "chapter by chapter" before this)

Internal Review: Sunday October 15

Send to Steering Committee as an FYI/Showstoppers Only: Sunday, October 15 by end of day

Deadline to for Steering Committee to Provide Showstoppers: Monday October 16 by 11 a.m.

Final Edits/Address Comments: Monday Afternoon

Incorporate any Changes: Monday Evening

Final Touches/Polish/Prep for Print: Monday Evening/Night

Send to Print: Monday Night (best case) or 9 AM Tuesday Morning (worst case)

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (4:30 is cut off, so let's aim for 3 or earlier)

Printed Copies Received by Amazon: 10:30 AM October 19

Let me know if you have any questions regarding the above.

Best,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

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From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]

Sent: Wednesday, October 11, 2017 11:30 AM

To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorn@deloitte.ca>

Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>

Subject: Re: Check in

Thank Farah! I will start with that chapter.

We just chatted with Tom and made some adjustments to the schedule. See below!

First End-to-End Design Complete Version: 5 PM, Saturday October 14 (though you should see "chapter by chapter" before this)

Internal Review: Sunday October 15

Send to Steering Committee as an FYI/Showstoppers Only: Sunday, October 15 by end of day

Deadline to for Steering Committee to Provide Showstoppers: Monday October 16 by 11 a.m.

Final Edits/Address Comments: Monday Afternoon

Incorporate any Changes: Monday Evening

Final Touches/Polish/Prep for Print: Monday Evening/Night

Send to Print: Monday Night (best case) or 9 AM Tuesday Morning (worst case)

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (4:30 is cut off, so let's aim for 3 or earlier)

Printed Copies Received by Amazon: 10:30 AM October 19

Do you have any questions or concerns with the above work-back schedule? I know James has some questions that he is coming to you RE the steering committee.

From: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>

Date: Wednesday, October 11, 2017 at 11:08 AM

To: Claire Campbell <ccampbell@vancouvereconomic.com>, "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>

Cc: James Raymond <JRaymond@vancouvereconomic.com>, "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>

Subject: RE: Check in

Hi Claire –

Thanks for your note. I'll let Chris/Tom comment on overall timeline, but my guidance on chapters would be to start the community section next (We don't just offer jobs, we offer a life). There has been minimum feedback on that section, and I suspect Steering Committee feedback won't be significant here. You could use the draft you have to start this sections.

Let me know if that works.

Cheers,
Farah

From: Claire Campbell [<mailto:ccampbell@vancouvereconomic.com>]

Sent: Wednesday, October 11, 2017 10:46 AM

To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>

Cc: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>

Subject: Re: Check in

Hi Tom,

Thanks for checking in!

I made some great progress last night on the real estate/site pages and am now working on the large area map. I do have quite a few charts and figures to work on as well to keep my busy, but the sooner I can get the word doc the better. At this point, the deadline feels tight but not impossible, but I will keep you posted if that changes. My biggest concern is minimizing feedback from the steering committee, see below for my schedule.

Question for the whole team:

Which of the four chapters is most complete? That's where I will start next. Perhaps I can hand over each chapter as it's complete to prevent design from being too much of a bottle neck.

An update on print timeline:

First End-to-End Design Complete Version: 10 PM, Friday October 13 (though you should see "chapter by chapter" before this)

Internal Review: Morning, Saturday October 14

Sent to Steering Committee for Final Comments: 12PM, Saturday, October 14

Deadline to for Steering Committee to Provide Final Comments: 3PM, Sunday October 15

Steering Committee Comments Consolidated and Incorporated: Sunday Evening/Monday Morning

Last Internal Comments Received: Afternoon, Monday October 16

Final Touches/Polish: Evening, Monday October 16

Artwork deadline: 9 AM, Tuesday October 17

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (if we decide to go with UPS, that is. I have heard talk of hand delivering the proposal as well)

Printed Copies Received by Amazon: 10:30 AM October 19

Do you have any questions or concerns with the above work-back schedule? I know James has some questions that he is coming to you RE the steering committee.

Thanks,
Claire

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>

Date: Wednesday, October 11, 2017 at 10:06 AM

To: Claire Campbell <ccampbell@vancouvereconomic.com>

Cc: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>, James Raymond <JRaymond@vancouvereconomic.com>

Subject: Check in

Hi Claire,

I hope you're doing well.

I just wanted to check in with you as the HQ2 countdown is fast approaching, and I wanted to see if you felt you were getting all the support/everything you needed from us. I am in the war room for the rest of the week, so please don't hesitate to stop by if you would like to chat about the final report.

Cheers,

--

Tom Corner

Manager | Economics and Policy Advisory

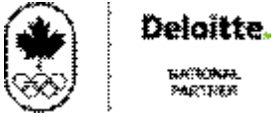
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From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
Date: 10/11/2017 10:56:29 AM
Subject: RE: Check in

Hi Claire,

Agreed that the community section is a good place to start.

Thanks,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
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tcorner@deloitte.ca | deloitte.ca

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Please consider the environment before printing.

From: Khan, Farah (CA - British Columbia)
Sent: Wednesday, October 11, 2017 11:09 AM
To: Claire Campbell <ccampbell@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>
Subject: RE: Check in

Hi Claire –

Thanks for your note. I'll let Chris/Tom comment on overall timeline, but my guidance on chapters would be to start the community section next (We don't just offer jobs, we offer a life). There has been minimum feedback on that section, and I suspect Steering Committee feedback won't be significant here. You could use the draft you have to start this sections.

Let me know if that works.

Cheers,
Farah

From: Claire Campbell [<mailto:ccampbell@vancouvereconomic.com>]
Sent: Wednesday, October 11, 2017 10:46 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Cc: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Re: Check in

Hi Tom,

Thanks for checking in!

I made some great progress last night on the real estate/site pages and am now working on the large area map. I do have quite a few charts and figures to work on as well to keep my busy, but the sooner I can get the word doc the better. At this point, the deadline feels tight but not impossible, but I will keep you posted if that changes. My biggest concern is minimizing feedback from the steering committee, see below for my schedule.

Question for the whole team:

Which of the four chapters is most complete? That's where I will start next. Perhaps I can hand over each chapter as it's complete to prevent design from being too much of a bottle neck.

An update on print timeline:

First End-to-End Design Complete Version: 10 PM, Friday October 13 (though you should see "chapter by chapter" before this)

Internal Review: Morning, Saturday October 14

Sent to Steering Committee for Final Comments: 12PM, Saturday, October 14

Deadline to for Steering Committee to Provide Final Comments: 3PM, Sunday October 15

Steering Committee Comments Consolidated and Incorporated: Sunday Evening/Monday Morning

Last Internal Comments Received: Afternoon, Monday October 16

Final Touches/Polish: Evening, Monday October 16

Artwork deadline: 9 AM, Tuesday October 17

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (if we decide to go with UPS, that is. I have heard talk of hand delivering the proposal as well)

Printed Copies Received by Amazon: 10:30 AM October 19

Do you have any questions or concerns with the above work-back schedule? I know James has some questions that he is coming to you RE the steering committee.

Thanks,
Claire

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>

Date: Wednesday, October 11, 2017 at 10:06 AM

To: Claire Campbell <ccampbell@vancouvereconomic.com>

Cc: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>, James Raymond <JRaymond@vancouvereconomic.com>

Subject: Check in

Hi Claire,

I hope you're doing well.

I just wanted to check in with you as the HQ2 countdown is fast approaching, and I wanted to see if you felt you were getting all the support/everything you needed from us. I am in the war room for the rest of the week, so please don't hesitate to stop by if you would like to chat about the final report.

Cheers,

--

Tom Corner

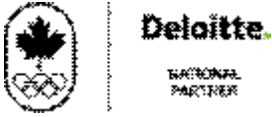
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From: "Corner, Tom \[CA - British Columbia\]" <tcorner@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Khan, Farah \[CA - British Columbia\]" <farakhan@deloitte.ca>
"Shutsa, Christopher \[CA - British Columbia\]" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "George PR Benson" <gbenson@vancouvereconomic.com>
Date: 10/17/2017 5:50:09 AM
Subject: RE: FINAL Amazon Proposal

Thanks, Claire. Looks great. I will have the final checklist for you all as soon as possible this morning.

Best,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
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tcorner@deloitte.ca | deloitte.ca

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From: Claire Campbell [mailto:ccampbell@vancouvereconomic.com]
Sent: Tuesday, October 17, 2017 12:09 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: George PR Benson <gbenson@vancouvereconomic.com>
Subject: FINAL Amazon Proposal

Hi team,

You can download the final version here [s.15\(1\)\(l\)](#)

Tom – please cross reference the appendix tomorrow and provide me with the page numbers.

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 (new)

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From: "Khan, Farah \CA - British Columbia\" <farakhan@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
"Shutsa, Christopher \CA - British Columbia\" <cshutsa@deloitte.ca>
"George PR Benson" <gbenson@vancouvereconomic.com>
Date: 10/17/2017 7:09:48 AM
Subject: Re: FINAL Amazon Proposal

Hi Team -

Claire has the final appendix and is designing it this morning. Priority for this morning will be mapping back to the RFP (Tom), and doing a final read through for any errors, spelling etc. (James, Farah, Tom).

Please feel free to mark up the PDF with comment boxes when reviewing and I'll work with Claire to integrate.

Thanks,
Farah

Sent from my iPhone

On Oct 17, 2017, at 8:06 AM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

Thks Tom, on my way in

Chris took the reins of the appendix, and was then to pass on the baton to Farah for today

I'm happy to do whatever's needed eg go through your typos with Claire (so Farah can handle the appendix)

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Corner, Tom (CA - British Columbia)
Sent: Tuesday, October 17, 2017 7:43 AM
To: Claire Campbell; Khan, Farah (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); James Raymond
Cc: George PR Benson
Subject: RE: FINAL Amazon Proposal

Guys – can I just say, Wow. As I'm going through this, I am amazed at how much everyone got done in so little time. Great work everyone!

As a heads up on what we may want to get done this morning:

I have noted a handful of places where there are minor typos (missing letters, etc.). This will only take a few minutes to fix, but I thought I would mention it. I would suggest that Farah work through this with Claire since Chris won't be around?

On the appendix, I'm not sure where this stands as of last night. I will have the checklist done by 9 or so, and as a reminder we may want to include an image of the Telus LTE network coverage with the site info, if this wasn't done last night. (We talked about this briefly but didn't explicitly note it on the board in the site info section, so I'm assuming it may need to be done this a.m.)

I think both should be very doable before noon, but thought I would mention them now to make sure we are all on the same page.

Cheers,

--

Tom Corner
Manager | Economics and Policy Advisory
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tcorner@deloitte.ca | deloitte.ca

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<image002.png>

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From: Claire Campbell [<mailto:ccampbell@vancouvereconomic.com>]
Sent: Tuesday, October 17, 2017 12:09 AM
To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: George PR Benson <gbenson@vancouvereconomic.com>
Subject: FINAL Amazon Proposal

Hi team,

You can download the final version here: [s.15\(1\)\(l\)](#)

Tom – please cross reference the appendix tomorrow and provide me with the page numbers.

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907 (new)

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From: "Katrina Purcell" <KPurcell@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 9/14/2017 7:25:26 AM
Subject: Re: Fwd: Amazon RFP Slides with VEC Logo

Ha. I was honking about that but thought I'd just look in an obvious place. Thanks dear. Enjoy the day!

On September 14, 2017 at 8:24 AM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Just realized I never showed you where the deck is saved!

Begin forwarded message:

From: Claire Campbell ccampbell@vancouvereconomic.com>
Subject: Amazon RFP Slides with VEC Logo
Date: September 13, 2017 at 9:41 AM
To: Ian McKay imckay@vancouvereconomic.com>
Cc: James Raymond jraymond@vancouvereconomic.com>, Bryan Buggiey
bbuggey@vancouvereconomic.com>, Tania Parisella tparisella@vancouvereconomic.com>
Reply-To: Claire Campbell ccampbell@vancouvereconomic.com>

Hi Ian,

Here is the Amazon HQ2 Deck with VEC branding on each slide. I'll put a paper copy on your desk as well.

Saved here:

s.15(1)(l)

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 628 3681

From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 9/14/2017 12:13:42 PM
Subject: Re: PI send me copy of amazon studio package

Ta!

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
Sent: Thursday, September 14, 2017 11:22 AM
To: James Raymond
Subject: Re: PI send me copy of amazon studio package

Here you go!

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Thursday, September 14, 2017 at 10:41 AM
To: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: PI send me copy of amazon studio package

No worries!

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
Sent: Thursday, September 14, 2017 10:40 AM
To: James Raymond; James Raymond
Subject: Re: PI send me copy of amazon studio package

Just in a meeting, I'll get it to you at 11! Sorry!

On September 14, 2017 at 9:59 AM, James Raymond <jraymond@vancouvereconomic.com> wrote:

| James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Tania Parisella" <TParisella@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/19/2017 4:40:17 PM
Subject: Re: QUESTION REDACTED VERSION. Fwd: Amazon HQ2 Communications

Gotcha ! Sorry you will have to work a little tomorrow :(

On Oct 19, 2017, at 5:32 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Ian told me this isn't urgent and told me not to worry about it tonight.

Farah is going to send suggestions to James and James needs to approve it before I do anything. So I'll likely make the redactions tomorrow AM.

On October 19, 2017 at 3:51 PM, Tania Parisella <tparisella@vancouvereconomic.com> wrote:

Thanks. If rather you do it too and save a version. We won't be sending to anyone today anyway.

I still need clarity on what she means by redaction too. I'll get back to you asap.

Let us know where the redacted version will

Be once done so we know.

On Oct 19, 2017, at 3:50 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Ok, I'll keep a close eye on my email

On October 19, 2017 at 3:49 PM, Tania Parisella <tparisella@vancouvereconomic.com> wrote:

Let me find out. I'm supposed to call her soon.

On Oct 19, 2017, at 3:44 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Redacted how? Like blocking out Certain lines or removing text completely? I can do it. Probably the easiest if i do...

And someone will have to very clear on what needs to be redacted.

On October 19, 2017 at 3:40 PM, Tania Parisella <tparisella@vancouvereconomic.com> wrote:

Claire. Do you know anything about this ?

It came through today but I think James was trying not to involve you but looking below, might be good to have you just do it.

Thoughts ??

Begin forwarded message:

From: "Beaton, Douglas (CA - British Columbia)" dbeaton@deloitte.ca
>
Date: October 19, 2017 at 3:36:12 PM PDT
To: Tania Parisella TParisella@vancouvereconomic.com>, James Raymond JRaymond@vancouvereconomic.com>
Cc: "Diamandiev, Slavi (CA - British Columbia)" sdiamandiev@deloitte.ca>, "Khan, Farah (CA - British Columbia)" farakhan@deloitte.ca>, "Corner, Tom (CA - British Columbia)" tcorner@deloitte.ca>, Ingrid Valou IValou@vancouvereconomic.com>, George PR Benson gbenson@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Communications

Steering committee decided to share a redacted version with the stakeholder group, though they will still need to sign NDAs. The text being redacted is minor, two or three places I think.

On design, we don't have resources in Van, only shared services in TO that need to be lined up. We can ask tomorrow morning if you send us the document with requested changes. Fair warning though it might not be fast as we're not in the queue.

From: Tania Parisella [<mailto:TParisella@vancouvereconomic.com>]
Sent: Thursday, October 19, 2017 2:52 PM
To: Beaton, Douglas (CA - British Columbia) dbeaton@deloitte.ca>; James Raymond JRaymond@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) sdiamandiev@deloitte.ca>; Khan, Farah (CA - British Columbia) farakhan@deloitte.ca>; Corner, Tom (CA - British Columbia) tcorner@deloitte.ca>; Ingrid Valou IValou@vancouvereconomic.com>; George PR Benson gbenson@vancouvereconomic.com>
Subject: Re: Amazon HQ2 Communications

Hi all. Apologies but I have been away and need a quick understanding as to why this document even needs to be redacted and who is going to read the redacted version ?

Can anyone shed some light ?

We have delivered the final (obviously not redacted version) to Amazon anyway.

Let me know

Tania

On Oct 19, 2017, at 2:46 PM, James Raymond JRaymond@vancouvereconomic.com> wrote:

Thanks Doug. Pl send that over when done

Anyone can redact the document though - eg deloitte designers or the city of Van. Claire has other tasks she has to do. Would be great if you handled this

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Beaton, Douglas (CA - British Columbia)
Sent: Thursday, October 19, 2017 3:08 PM
To: James Raymond; Diamandiev, Slavi (CA - British Columbia); Khan, Farah (CA - British Columbia); Corner, Tom (CA - British Columbia)
Cc: Ingrid Valou; George PR Benson
Subject: RE: Amazon HQ2 Communications

James, we're preparing a briefing note on the real estate selection process and the sites excluded, which will be ready soon and intended for internal discussions with stakeholders. We can also help with the redacted version in terms of what text, but the document can only be edited by Claire was my understanding. Give my cell a call if this is incorrect but that was our understanding after steering committee.

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Thursday, October 19, 2017 12:27 PM
To: Diamandiev, Slavi (CA - British Columbia) sdiamandiev@deloitte.ca>; Beaton, Douglas (CA - British Columbia) dbeaton@deloitte.ca>; Khan, Farah (CA - British Columbia) farakhan@deloitte.ca>; Corner, Tom (CA - British Columbia) tcorner@deloitte.ca>
Cc: Ingrid Valou IValou@vancouvereconomic.com>; George PR Benson gbenson@vancouvereconomic.com>
Subject: Fw: Amazon HQ2 Communications

Whilst we wait to hear back from Ian, please confirm the below is accurate.

For eg item 3 is currently being undertaken by Ingrid and George. Frantically

Slavi please clarify what you see as Deloitte's role in regards to items below

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Marley, Eleena Eleena.Marley@vancouver.ca>
Sent: Thursday, October 19, 2017 12:43 PM
To: Ian McKay
Cc: James Raymond; Tania Parisella
Subject: Amazon HQ2 Communications

Hi Ian,

Following on from yesterday's Steering Committee, can you confirm whether VEC are comfortable to lead on the following and confirm what support you need from me and the wider City team:

1. (VEC/Deloitte) Develop a redacted version of the proposal
2. (VEC) Draft 2 page public briefing note
3. (Deloitte) Draft speaking notes on process undertaken and key themes of proposal

4. (VEC) Communications: confirm Surrey, Province and COV communications teams have reviewed 1-3 and comfortable
5. (VEC) Circulate above 1-3 to Steering Committee members
6. (Sadhu) Feedback to those Cities where sites not selected (use speaking notes)
7. (Sadhu) share proposal, public 2-pager and site selection briefing note with Mayor and Cllr. Loui

Let me know if I missed anything and how I can help

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca

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From: "James Raymond" <JRaymond@vancouvereconomic.com>
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 9/25/2017 9:01:12 AM
Subject: RE: s.17(1)

s.13(1)

But in principle I like the idea of showing the world how awesome and smart our bid is

-----Original Message-----

From: Sean Elbe
Sent: Monday, September 25, 2017 9:58 AM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Claire Campbell
<ccampbell@vancouvereconomic.com>
Subject: RE: s.17(1)

Yes. s.17(1) I am not leading the design so shared with you. James suggested having himself and Claire there. Happy to proceed at your direction.

-----Original Message-----

From: Tania Parisella
Sent: September-25-17 9:56 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Claire Campbell
<ccampbell@vancouvereconomic.com>
Subject: Re: s.17(1)

Sean

Pls provide me with a bit of context as to why this meetings being called. Thanks.

> On Sep 25, 2017, at 9:46 AM, Sean Elbe <SElbe@vancouvereconomic.com> wrote:
>
>
> <meeting.ics>

From: "Sean Elbe" <SElbe@vancouvereconomic.com>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 9/25/2017 9:02:49 AM
Subject: RE: s.17(1)

s.17(1)

-----Original Message-----

From: Tania Parisella
Sent: September-25-17 10:00 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Claire Campbell
<ccampbell@vancouvereconomic.com>
Subject: Re: s.17(1)

Ok let's hear them out.
Claire will be leading on design - ian just confirmed

> On Sep 25, 2017, at 9:58 AM, Sean Elbe <SElbe@vancouvereconomic.com> wrote:
>
> Yes. s.17(1) I am not
leading the design so shared with you. James suggested having himself and Claire there. Happy to
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To: ["Sean Elbe" <SElbe@vancouvereconomic.com>](mailto:SElbe@vancouvereconomic.com)
CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](mailto:JRaymond@vancouvereconomic.com)
["Claire Campbell" <ccampbell@vancouvereconomic.com>](mailto:ccampbell@vancouvereconomic.com)
Date: 9/25/2017 8:55:34 AM
Subject: Re: [s.17\(1\)](#)

Sean

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> On Sep 25, 2017, at 9:46 AM, Sean Elbe <SElbe@vancouvereconomic.com> wrote:
>
>
> <meeting.ics>

From: "Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/19/2017 4:21:17 PM
Subject: Re: REDACTION. Speaking points - Amazon Bid

Doug is online btw if you need help.

On Oct 19, 2017, at 5:05 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Hi Slavi - What's the deadline?

Just got off the phone with Farah and she and Chris are going to determine what needs to be redacted.

From: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: Thursday, October 19, 2017 at 4:49 PM
To: Farah Khan <farakhan@deloitte.ca>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: REDACTION. Speaking points - Amazon Bid

Farah, could you please help with this as I am not close to the content either? The request for redaction comes from the ministry not Deloitte. I will send you their exact email in a second.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Oct 19, 2017, at 4:45 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

Hi Slavi - with all due respect, as lead designer on this Claire has worked on the design and isn't familiar with all the intricacies of the document since her job was to ensure the doc looked amazing etc.

So, for example, when you say :

s.13(1)



s.13(1)



So for part one, as Deloitte holds the pen, pls indicate WHERE those references are so we can be sure none are missed.

And for part two, again more clarification is needed.

Claire -I'll leave you to discuss with Deloitte.

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Oct 19, 2017, at 4:35 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:

Hi Tania, please see attached the message I sent earlier. Thanks!

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
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From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: Thursday, October 19, 2017 4:31 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Nikolic, Sandra <Sandra.Nikolic@vancouver.ca>; McGregor, Marnie <Marnie.McGregor@vancouver.ca>; Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

Tania,

s.13(1)



Keep me posted if you have any other questions.

E

Sent from my iPhone

On Oct 19, 2017, at 4:24 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

Hi Eleena and everyone else.
I am writing this from Seattle and am unable to make a call at the moment.
Please see my responses in CAPS LOCKED below as am on my phone.
Thanks.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: [604 336 8013](tel:6043368013)

On Oct 19, 2017, at 3:06 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

Hi Sandra,

I'm out of office this pm but would love some help.

ICC Tania, Ingrid, James and Slavi (Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)

A rectangular grey box redacting the content of the first part of the email.

s.13(1)

A large rectangular grey box redacting the content of the second part of the email.

s.13(1)

A rectangular grey box redacting the content of the third part of the email.

s.13(1)

A rectangular grey box redacting the content of the fourth part of the email.

s.13(1)

A rectangular grey box redacting the content of the fifth part of the email.

s.13(1)

A large rectangular grey box redacting the content of the sixth part of the email.

I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca> wrote:

Hi Eleena,

I hope this email finds you well. As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.

IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.

I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template...?

Please let me know what would work best.

Thank you,
Sandra

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"Tania Parisella" <TParisella@vancouvereconomic.com>
CC: "Nikolic, Sandra" <Sandra.Nikolic@vancouver.ca>
"McGregor, Marnie" <Marnie.McGregor@vancouver.ca>
"Ingrid Valou" <IValou@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/19/2017 3:35:23 PM
Subject: RE: Speaking points - Amazon Bid
Attachments: FW_ sharing proposal with Advisory Group .eml

Hi Tania, please see attached the message I sent earlier. Thanks!

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
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Subject: Re: Speaking points - Amazon Bid

Tania,

s.13(1)

A large rectangular area of the email body is redacted with a solid grey background.

Keep me posted if you have any other questions.

E

Sent from my iPhone

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Director, Marketing & Research

Vancouver Economic Commission

P: [604 336 8013](tel:6043368013)

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To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
"Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date: 10/19/2017 10:06:59 AM
Subject: FW: sharing proposal with Advisory Group
Attachments: Summary of Provincial Commitments redact.docx

Hi James,

Please see below and attached. Could you please communicate this to the team at VEC before a final version is produced for the Advisory Group. **s.13(1)**

Thank you,

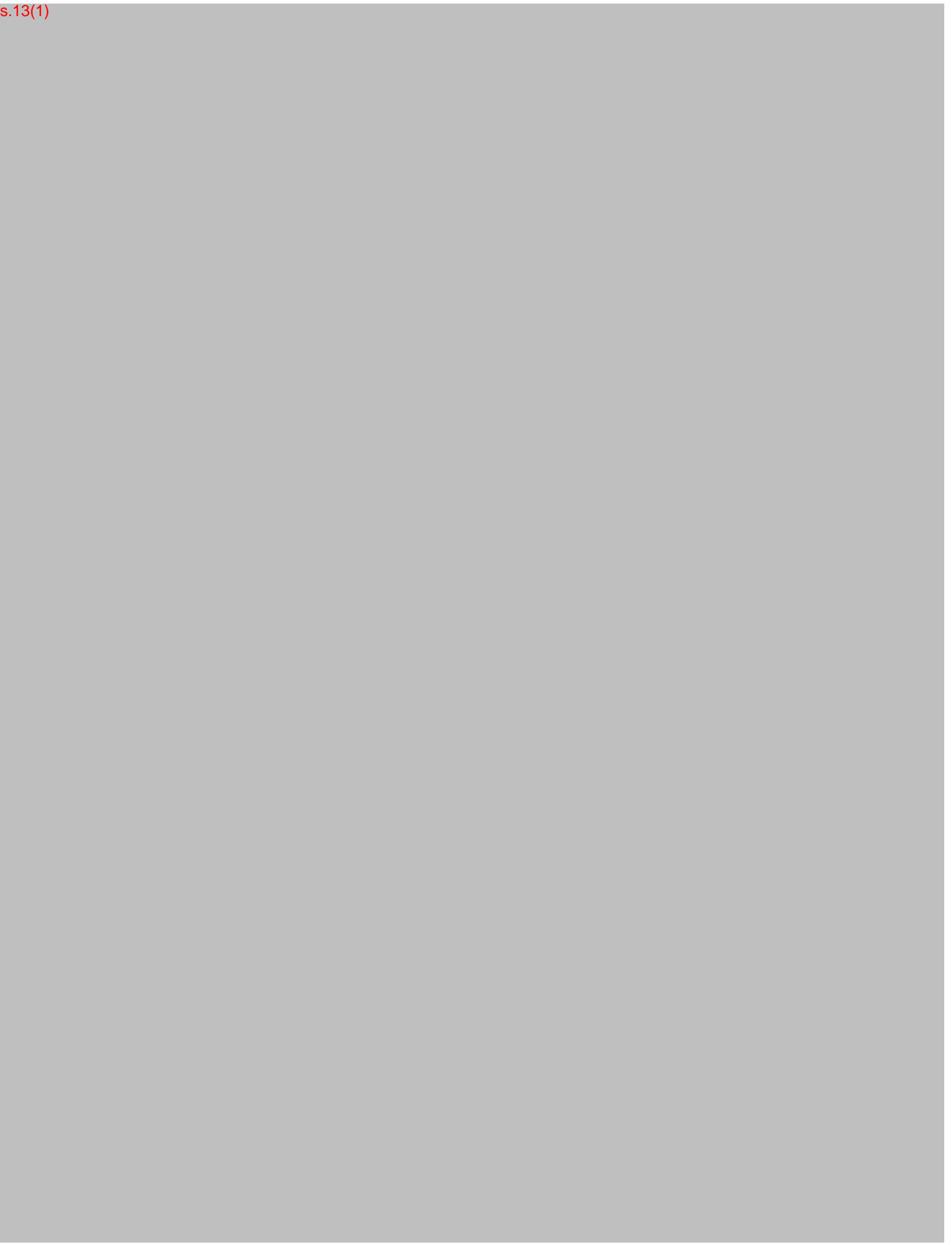
Slavi

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s.13(1)



s.13(1)





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From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
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"Nikolic, Sandra" <Sandra.Nikolic@vancouver.ca>
"McGregor, Marnie" <Marnie.McGregor@vancouver.ca>
"Ingrid Valou" <IValou@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/19/2017 3:56:48 PM
Subject: Re: Speaking points - Amazon Bid

Thanks Slavi,

Over to VEC to do the next review.

Note that Sadhu would like to review the speaking notes for mayor and council ahead of them being circulated. Please let me know when you are ready for COV review

Thanks all
E

Sent from my iPhone

On Oct 19, 2017, at 4:35 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:

Hi Tania, please see attached the message I sent earlier. Thanks!

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Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>;
Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Claire Campbell <
ccampbell@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

Tania,

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Hi Sandra,

I'm out of office this pm but would love some help.

ICC Tania, Ingrid, James and Slavi (Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)



s.13(1)



s.13(1)



s.13(1)



s.13(1)



s.13(1)



I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca> wrote:

Hi Eleena,

I hope this email finds you well. As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.

IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.

I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template...?

Please let me know what would work best.

Thank you,
Sandra

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<mime-attachment>

From: "Tania Parisella" <TParisella@vancouvereconomic.com>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/19/2017 4:01:45 PM
Subject: Re: Speaking points - Amazon Bid

Sorry Claire. I just want you to have clear instructions !
Call if you need anything ...

On Oct 19, 2017, at 4:58 PM, Claire Campbell <ccampbell@vancouvereconomic.com> wrote:

Farah/Chris (content owners) are busy reviewing this now and they will get back to me with instructions.

From: Tania Parisella <TParisella@vancouvereconomic.com>
Date: Thursday, October 19, 2017 at 4:57 PM
To: Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

Yes, got it. Thanks.

Claire. Pls see below.

I've asked those who hold the pen to directly liaise with claire.

Designers aren't expected to know the content by heart so she will work with Deloitte who held the pen.

Thanks

On Oct 19, 2017, at 4:52 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

Correct s.13(1)

Thanks

Sent from my iPhone

On Oct 19, 2017, at 4:46 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

Hi again.
So black out some words and sentences ?
Pls confirm
We will liaise with Slavi
Thanks
Tania

On Oct 19, 2017, at 4:31 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

Tania,

s.13(1)

s.13(1)

Keep me posted if you have any other questions.

E

Sent from my iPhone

On Oct 19, 2017, at 4:24 PM, Tania Parisella <TParisella@vancouvereconomic.com> wrote:

Hi Eleena and everyone else.
I am writing this from Seattle and am unable to make a call at the moment.
Please see my responses in CAPS LOCKED below as am on my phone.
Thanks.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: [604 336 8013](tel:6043368013)

On Oct 19, 2017, at 3:06 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

Hi Sandra,

I'm out of office this pm but would love some help.

ICC Tania, Ingrid, James and Slavi (Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)

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s.13(1)

I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca> wrote:

Hi Eleena,

I hope this email finds you well.
As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.

IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.

I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template...?

Please let me know what would work best.

Thank you,
Sandra

From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>

To: "James Raymond" <JRaymond@vancouvereconomic.com>

"Tania Parisella" <TParisella@vancouvereconomic.com>

CC: ccampbell@vancouvereconomic.com

Date: 10/19/2017 4:32:15 PM

Subject: Redaction | Amazon HQ2 Bid

Attachments: Amazon HQ2 - Proposal Appendix - Final - COV.pdf

Amazon HQ2 - Proposal - Final - COV.pdf

Hello James, Tania –

I've reviewed the proposal and supporting appendix and have highlighted in yellow where specific deletions should be made to satisfy the ministry's requirements. The pages that have been highlighted include:

s.13(1)

s.13(1)

Could you confirm you are comfortable with those changes before Claire makes the edit tomorrow?

Thanks in advance,
Farah

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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/14/2017 2:12:51 PM
Subject: Updated Proposal Copy
Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.7.docx

Hi Claire –

Hope today is going well.

There has been some minor update to the copy which I've attached to this email. In terms of priority, could you please:

s.13(1)

If time permits, feel free to update the copy based on the tracked changes in the attached, however, these can also be addressed tomorrow.

Thank you so much!
Farah

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From: "Khan, Farah \ (CA - British Columbia\)" <farakhan@deloitte.ca>
To: ccampbell@vancouvereconomic.com
Date: 10/19/2017 12:59:02 PM
Subject: You Knocked Our Bid Out of the Park! Check Out Toronto's Bid.

https://s3.ca-central-1.amazonaws.com/torontoglobal/TorontoRegionResponsetoAmazonHQ2RFP_PD.pdf

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To: ccampbell@vancouvereconomic.com
Date: 10/17/2017 6:02:10 PM
Subject: Your files were sent successfully to ccampbell@vancouvereconomic.com and 1 other



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ccampbell@vancouvereconomic.com farakhan@deloitte.ca

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5 - Amazon HQ2 - PROPOSAL.compressed.pdf

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Amazon HQ2 Proposal - Appendix - Email.pdf

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Date: 10/15/2017 6:56:26 PM
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From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Ingrid Valou" <IValou@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 9/25/2017 3:45:33 PM
Subject: Amazon HQ2 Project

Ingrid, see below the proposed text to send to the attendees to the launch meeting. Please review and edit as necessary.

Jamie – please create the distribution list for those who attended, but taking out the 4 guys from KPMG..

s.13(1)



Best regards,

Ian McKay
CEO
P: 604 336 8011| C: 604 889 2811

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From:	"Ian McKay" <IMcKay@vancouvereconomic.com>
To:	"Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>
Date:	9/13/2017 1:29:08 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	Manager of Strategy and Engagement	confirmed
Anne	Murray	YVR	Vice President, Marketing & Communications	confirmed
Cindy	Grauer	Rogers		confirmed
David	Collier	Province	Ministry of Intl Trade	confirmed
Deb	Zehr	Province	Executive Director, Ministry of Jobs, Trade and Tech	confirmed
Doug	Ewing	KPMG	Global Infrastructure Advisory Leader for Western Canada	confirmed
Lorne	Burns	KPMG	National Head of Real Estate	confirmed
Steve	Beatty	KPMG	Global Head of Infrastructure & Cities COE	confirmed
Walter	Pela	KPMG	Regional Managing Partner, GVA	confirmed
Doug	Kinsey	Federal Government	Executive Director - Innovation Science and Econ Dev	confirmed
Duncan	Wilson	Port of Vancouver	VP Corporate Social Responsibility	confirmed
Eleena	Marley	City of Vancouver	Business Planning	confirmed
Sadhu	Johnston	City of Vancouver	City Manager	confirmed
Greg	Moore	Metro Vancouver	Chair	confirmed
Heather	Schumaker	Metro Vancouver	VP External Relations	confirmed
Iain	Black	Vancouver Board of Trade	CEO	confirmed
Joanne	Curry	Simon Fraser University	Vice President, External Relations	confirmed
Michael	Tippett	The True North	Co-founder	confirmed
Rob	MacKay - Dunn	UDI	VP Government and Public Relations	confirmed
Stephen	Wu	City of Surrey	Econ Development	confirmed
Steve	Vanagus	TransLink	GR	confirmed
Doug	Beaton	Deloitte	Partner	
TBD		E&Y	Partner	
Anne	McMullen	UDI	CEO	invited
Bill	Tam	BC Tech Association	CEO	invited
Brian	Kreeger	Province	Ministry of Intl Trade	invited
Gill	Kelly	City of Vancouver	GM Planning	invited
Kevin	Desmond	TransLink	CEO	invited
Michael	Heeney	Surry Development Corp	Chair	invited
Rick	Truong	BC Hydro	Key Account Manager	invited
Ty	Speer	Tourism Vancouver	CEO	invited
Ian		UBC		invited
Adriaan	de Jager	UBC	Government Relations	invited

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 9/28/2017 9:54:32 AM
Subject: FW: Amazon HQ2 Opportunity

For calendar. I will be in Victoria but will see what is possible

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

From: Krieger, Brian MIT:EX [mailto:Brian.Krieger@gov.bc.ca]
Sent: September-27-17 4:29 PM
To: 'dina.matterson@bchydro.com' <dina.matterson@bchydro.com>; 'rick.truong@bchydro.com' <rick.truong@bchydro.com>; 'bethany_edmunds@bcit.ca' <bethany_edmunds@bcit.ca>; 'nllilova@richmond.ca' <nllilova@richmond.ca>; 'Doug.kinsey@ic.gc.ca' <Doug.kinsey@ic.gc.ca>; 'lauren@technologycouncil.ca' <lauren@technologycouncil.ca>; 'julia.rasotto@canada.ca' <julia.rasotto@canada.ca>; 'kiersten.enemark@sjrb.ca' <kiersten.enemark@sjrb.ca>; XT:Curry , Joanne E AVED:IN <joannec@sfu.ca>; 'michael@thetruenorth.me' <michael@thetruenorth.me>; 'steve.vanagas@translink.ca' <steve.vanagas@translink.ca>; 'po-on.yeung@ubc.ca' <po-on.yeung@ubc.ca>; 'rmackaydunn@udi.org' <rmackaydunn@udi.org>; 'raymond_segat@yvr.ca' <raymond_segat@yvr.ca>; 'geoff_eccott@yvr.ca' <geoff_eccott@yvr.ca>
Cc: Jamie Warren <JWarren@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; 'swu@surrey.ca' <swu@surrey.ca>; 'tcorner@deloitte.ca' <tcorner@deloitte.ca>; Collier, David MIT:EX <David.Collier@gov.bc.ca>; Yang-Mason, Gloria MIT:EX <Gloria.Yang-Mason@gov.bc.ca>; Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Amazon HQ2 Opportunity

Following on Ian McKay's message from earlier this week, and together with the team pulling the Metro Vancouver Amazon HQ2 bid together, we would like to create an advisory group of interested stakeholders, beginning with those who attended the kick-off meeting on September 14. Given the short timelines of this bid, many of you are already connecting with Deloitte to provide your information and insight, however we would like to ensure you remain up to date on progress and solicit your continued input as the team works to put together the best possible bid.

To those ends, we invite you to attend a call on Monday, October 2 where the team can provide you with a status overview of the project, and obtain additional input from this group. Your participation is important and will assist in advancing shared interests as we progress this opportunity forward.

Date: Monday, October 2
Time: 4:00 pm – 4:45 pm
Conference Call Details: dial in: 1 877 353 9184 Participant ID **s.15(1)(l)**

Draft Agenda:

- Meeting objectives
- Update from Deloitte
- Update from VEC
- Update from Surrey
- Update from Province of BC
- Discussion
- Next meeting

Thanks for your consideration. Please let me know if you will be able to join us and we will send you an outlook invitation.

Regards,

Brian Krieger
Assistant Deputy Minister
International Business Development Division
BC Ministry of Jobs, Trade & Technology
604 660 0220

From: "Ian McKay" <IMcKay@vancouvereconomic.com>

To: sdiamandiev@deloitte.ca

Date: 10/12/2017 9:10:36 AM

Subject: FW: Amazon HQ2 Proposal - First Draft

Attachments: Am_RFP_Transportation Comments.docx

Slavi,
Please take a minute and send a quick note of acknowledgement and thanks to Carol and anyone else who submitted comments. Important that they hear back before the steering committee meeting. (It's all politics all the time)

--

IAN McKay

CEO

Vancouver Economic Commission

P: 604 336 8011 | C: 604 889 2811

From: Kong, Carol [<mailto:Carol.Kong@vancouver.ca>]

Sent: Wednesday, October 11, 2017 5:52 PM

To: Eleena Marley <Eleena.Marley@vancouver.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>

Cc: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Sawchuk, Jamie (CA - British Columbia) <JSawchuk@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; Ian McKay <IMcKay@vancouvereconomic.com>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>; Mochrie, Paul <Paul.Mochrie@vancouver.ca>; Robertson, Chris <chris.robertson@vancouver.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; James Raymond <JRaymond@vancouvereconomic.com>; Patrice Impey <Patrice.Impey@vancouver.ca>; Kassam, Nick <Nick.Kassam@vancouver.ca>; Kelley, Gil <Gil.Kelley@vancouver.ca>; Kendall-Craden, Rena <Rena.Kendall-Craden@vancouver.ca>; Clark, Joanna <Joanna.Clark@vancouver.ca>; Bracewell, Dale <dale.bracewell@vancouver.ca>
Subject: RE: Amazon HQ2 Proposal - First Draft

Hi Slavi,

Please find attached the additional comments from the transportation team. We are happy to provide further clarification to our comments.

Thanks,

Carol Kong, P.Eng.

Regional and Capital Planning

Transportation Planning | Engineering Services

t. 604.871.6683 | c. 604.347.6859 | carol.kong@vancouver.ca

From: Marley, Eleena

Sent: Wednesday, October 11, 2017 3:39 PM

To: Diamandiev, Slavi (CA - British Columbia)

Cc: Bruson, Etienne (CA - British Columbia); 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); Hilts, David (CA - Toronto); Ian McKay; Johnston, Sadhu; Mochrie, Paul; Robertson, Chris; Oehlschlager, Kelly; James Raymond; Impey, Patrice; Kassam, Nick; Kelley, Gil; Kendall-Craden, Rena; Clark, Joanna; Kong, Carol
Subject: RE: Amazon HQ2 Proposal - First Draft

Slavi,

Find attached COV's consolidated comments for your consideration. Note that our engineering team (Joanna and Carol) will have some additional comments by end of day.

Let me know if anything requires further clarification

Eleena

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

Sent: Sunday, October 08, 2017 7:10 PM

To: Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; carol.mason@metrovanancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Ann Rowan; Gorra, Annie; Jong, Teresa; 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); Hilts, David (CA - Toronto)

Subject: Amazon HQ2 Proposal - First Draft

Importance: High

Dear Steering Committee,

I hope everyone is having a nice Thanksgiving weekend. Attached is our first draft of the proposal to Amazon, intended for discussion only. For the purpose of collecting feedback we have kept it in paragraph format in Word. The final proposal will be reformatted to visuals and bullets, as per the attached PDF example.

Please review and provide your comments by end of day Wednesday, October 11th. As agreed at the last steering committee meeting, we expect to receive consolidated feedback for each stakeholder from the following individuals:

- David Collier – Province of BC
- Heather Schoemaker – Metro Vancouver
- Donna Jones – City of Surrey
- Eleena Marley – City of Vancouver and Vancouver Economic Commission

David, Heather, Donna and Eleena – please feel free to circulate internally as you deem appropriate. Should you have any questions or concerns, please do not hesitate to call me at any time at my cell: 778 386 0490.

Thank you and have a nice day off tomorrow.

- Slavi

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services

D: 604-601-3461 | M: 778-386-0490

sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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

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

Sent: Wednesday, September 27, 2017 1:15 PM

To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovanancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen; Robertson, Chris

Subject: HQ2 Steering Committee

When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).

Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

Conference call details:

Toll Free s.15(1)(l)
From Vancouver 604-829-4222

Meeting ID: s.15(1)(l)
Password: s.15(1)(l)

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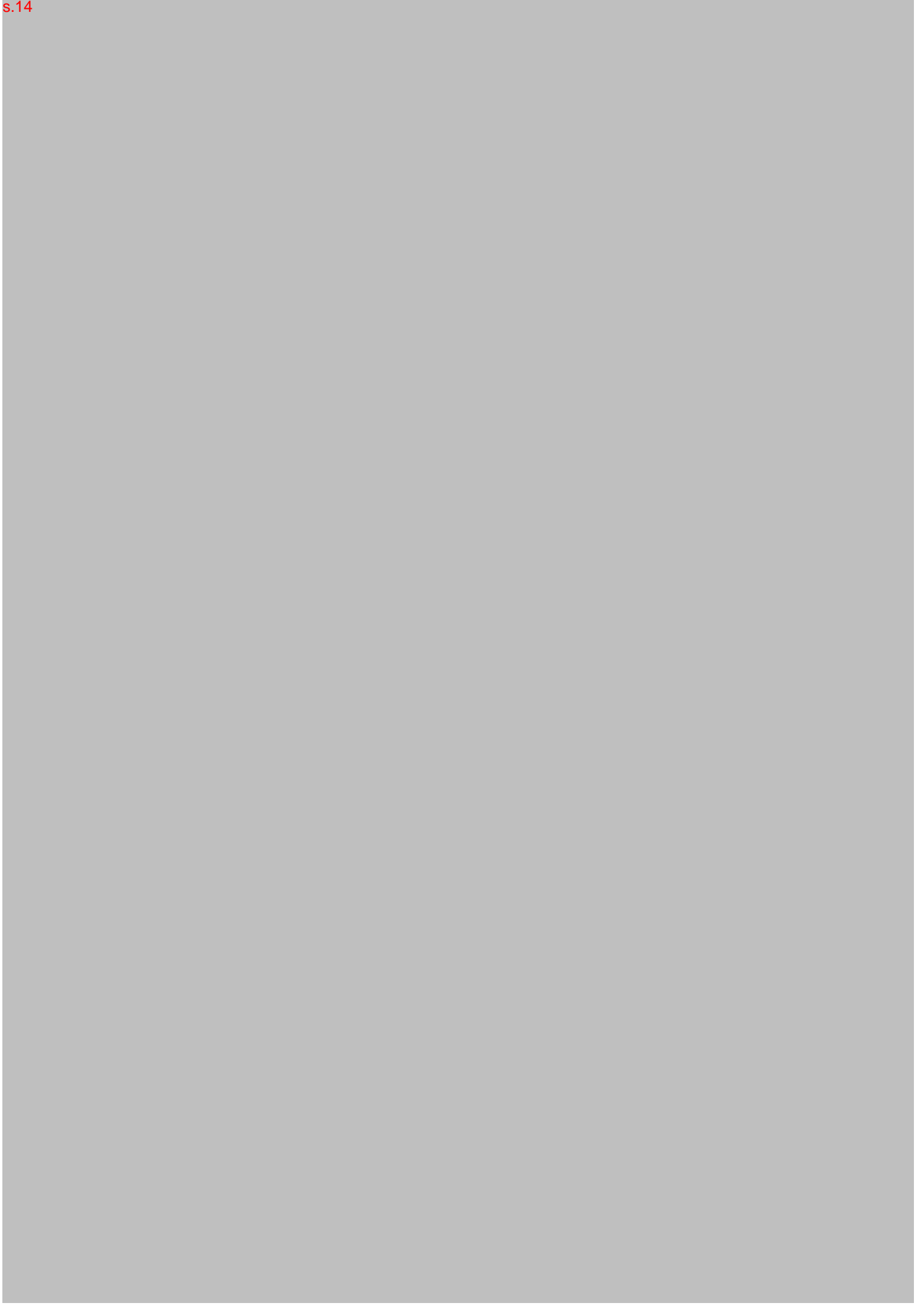














From: "Ian McKay" <IMcKay@vancouvereconomic.com>

To: ian@ianmckay.com

Date: 10/15/2017 11:59:55 AM

Subject: Fwd: Fw: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.6.docx

----- Forwarded message -----

From: imckay@vancouvereconomic.com

Date: Oct 15, 2017 11:46 AM

Subject: Fwd: Fw: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

To: ian@ianmckay.com

Cc: [s.22\(1\)](#)

----- Forwarded message -----

From: James Raymond <JRaymond@vancouvereconomic.com>

Date: Oct 13, 2017 6:04 PM

Subject: Fw: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

To: Ian McKay <IMcKay@vancouvereconomic.com>, Bryan Buggy
<BBuggy@vancouvereconomic.com>, Tania Parisella <TParisella@vancouvereconomic.com>

Cc:

[Here's an easier version to read with no markups](#)

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>

Sent: Friday, October 13, 2017 6:02 PM

To: James Raymond; Claire Campbell

Cc: Shutsa, Christopher (CA - British Columbia); Corner, Tom (CA - British Columbia)

Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

[Resending with tracked changes accepted. Cheers!](#)

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]

Sent: Friday, October 13, 2017 5:58 PM

To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Claire Campbell
<ccampbell@vancouvereconomic.com>

Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>

Subject: Re: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

[My version still has tracked changes? Can you accept all and resend pl](#)

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Khan, Farah (CA - British Columbia)

Sent: Friday, October 13, 2017 5:13 PM

To: Claire Campbell

Cc: James Raymond; Shutsa, Christopher (CA - British Columbia)

Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,

Farah

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vous n'êtes pas le destinataire prévu, veuillez en aviser immédiatement l'expéditeur en répondant à ce courriel et supprimez ce message et toutes ses pièces jointes de votre système. Merci.

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From: ["Ian McKay" <IMcKay@vancouvereconomic.com>](mailto:IMcKay@vancouvereconomic.com)
To: ["Jamie Warren" <JWarren@vancouvereconomic.com>](mailto:JWarren@vancouvereconomic.com)
Date: 9/14/2017 8:43:53 AM
Subject: Fwd: RE: Amazon HQ2 meeting

Please add to the list

From: Rasotto, Julia (SPAC/PSPC) <julia.rasotto@canada.ca>
Sent: Thursday, September 14, 2017 8:43:08 AM
To: Ian McKay
Subject: RE: Amazon HQ2 meeting

Great seeing you too – it was a good and productive week overall.

Thanks for the invitation to this, I will be there.

Julia

Special Assistant, Regional Affairs, Pacific
Ministers' Regional Office, Vancouver
Tel: 604-666-3017 / Mobile: 236-886-5108

From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: September 14, 2017 7:15 AM
To: Rasotto, Julia (SPAC/PSPC) <julia.rasotto@canada.ca>
Subject: Amazon HQ2 meeting

s.22(1)

We are leading Vancouver's bid for the Amazon project. In that context I am hosting a meeting today at 11am with about 30 community stakeholders in our office. It is an information session to show the group the key decision drivers that Amazon will be considering. As such, I have invited people from the city, the Province, ISED, universities, BC Tech, UDI, VBOT, Hydro, Port, YVR, FN, etc etc. Grateful if you could join. And sorry for the late notice. I think it would be a great chance for you to see all those folks in the same place. Let me know if you can make it,
Ian

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Kelley, Gil" <Gil.Kelley@vancouver.ca>
"Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
"Mochrie, Paul" <Paul.Mochrie@vancouver.ca>
"Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>
"Buggey, Bryan" <bbuggey@vancouvereconomic.com>
"Smith, Doug \ (Sustainability)" <doug.smith@vancouver.ca>
Date: 9/10/2017 10:57:56 AM
Subject: Re: Amazon HQ2

Thanks for this Doug - we are putting together a stakeholder group which we will convene later this week (in coordination with the Mayor's office). Once details are settled we'll reach out. Please keep Bryan posted with the appropriate contact at Hydro.

Ian

From: Smith, Doug (Sustainability) <doug.smith@vancouver.ca>
Sent: Sunday, September 10, 2017 10:44:19 AM
To: Kelley, Gil; Johnston, Sadhu; Mochrie, Paul; Quinlan, Kevin; Ian McKay; Bryan Buggey
Subject: Amazon HQ2

Hi all

BC Hydro just contacted me and said they're interested in supporting our Amazon HQ2 application.

Let me know if you want me to bring them into the conversation.

Doug Smith, P.Eng.
Sustainability
City of Vancouver

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Buggey, Bryan" <bbuggey@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/7/2017 10:59:41 AM
Subject: RE: Amazon HQ2

Great, keep me posted.

From: Bryan Buggey
Sent: Thursday, September 7, 2017 10:53:16 AM
To: Ian McKay
Cc: Tania Parisella; Sean Elbe; Ingrid Valou
Subject: RE: Amazon HQ2

I have just connected with David Collier and Brian Krieger. We have agreed to meet this evening prior to the Minister's event.

David tells me that they have already reviewed the RFP and have floated messaging up to the Minister and the Premier. One data point mentioned was 200 acres.

I told them that we will be pursuing and will be looking for their support.

bb

From: Ian McKay
Sent: Thursday, September 7, 2017 8:12 AM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: Amazon HQ2

Need to show them that we are in the driver's seat and will need their help.
Note that Amazon has been specific about requiring a million people plus downtown location, so devil in the details.

From: Bryan Buggey
Sent: Thursday, September 7, 2017 8:09:33 AM
To: Ian McKay
Cc: Tania Parisella; Sean Elbe; Ingrid Valou
Subject: Re: Amazon HQ2

What would you like to do regarding engaging the Province and our regional partners?

Get [Outlook for iOS](#)

From: Ian McKay
Sent: Thursday, September 7, 2017 7:56:54 AM
To: Bryan Buggey
Cc: Tania Parisella; Sean Elbe; Ingrid Valou
Subject: Amazon HQ2

s.17(1) have already reached out to me this morning.

We will create an in-house team to lead on this project, and re-prioritizing of Q3/Q4 workplan.
We will reach out to the CoV and identify who there we can work with. As well, in anticipation of media inquiries today, please prepare messaging to confirm we are on the case. Media positioning on this is critical.
More later.
Ian

From: ["Ian McKay" <IMcKay@vancouvereconomic.com>](mailto:IMcKay@vancouvereconomic.com)
To: ["Ingrid Valou" <IValou@vancouvereconomic.com>](mailto:IValou@vancouvereconomic.com)
["Jamie Warren" <JWarren@vancouvereconomic.com>](mailto:JWarren@vancouvereconomic.com)
Date: 9/25/2017 7:53:07 PM
Subject: RE: Amazon HQ2 Project

Please send on my behalf

From: Jamie Warren
Sent: Monday, September 25, 5:01 PM
Subject: RE: Amazon HQ2 Project
To: Ian McKay, Ingrid Valou

Hi Ian,

Did you want me to send this on your behalf, or will you send it?

Thanks,
Jamie

From: Ian McKay
Sent: September-25-17 4:56 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Looks great thank you

--

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

From: Ingrid Valou
Sent: September-25-17 4:50 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Hi Ian,

Made a couple of changes. Here is the adjusted copy.

--

Dear All,

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

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 start-up 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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Vancouver, BC V6B 5A1
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INGRID VALOU

Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Ian McKay
Sent: September-25-17 3:46 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: Amazon HQ2 Project

Ingrid, see below the proposed text to send to the attendees to the launch meeting. Please review and edit as necessary.

Jamie – please create the distribution list for those who attended, but taking out the 4 guys from KPMG..

s.13(1)

Best regards,

Ian McKay
CEO

P: 604 336 8011 | C: 604 889 2811

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From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Jamie Warren" <JWarren@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/25/2017 4:55:23 PM
Subject: RE: Amazon HQ2 Project

Doug Kinsey, Executive Director Pacific Region, Ministry of Innovation, Science and Economic Development.
Kinsey.doug@ic.gc.ca

--

IAN MCKAY
CEO
Vancouver Economic Commission
P: 604 336 8011 | C: 604 889 2811

From: Jamie Warren
Sent: September-25-17 4:44 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Hi Ian,

Here's the distribution list – just waiting to get Doug Kinsey from Bryan.

Dina	Matterson	BC Hydro	Commercial Account Manager
Rick	Truong	BC Hydro	Key Account Manager
Bethany	Edmunds	BCIT	Associate Dean
Neonila	Lilova	City of Richmond	Manager, Economic Development
Stephen	Wu	City of Surrey	Econ Development
Chris	Robertson	City of Vancouver	Planning Department
Paul	Mochrie	City of Vancouver	Deputy City Manager
Gill	Kelly	City of Vancouver	GM Planning
Sadhu	Johnston	City of Vancouver	City Manager
Doug	Beaton	Deloitte	Executive Director
Charles	Knight	Deloitte	Global Director, M & A Services
Doug	Kinsey	Federal Government	Executive Director - Innovation Science and Econ D
Lauren	Kelly	First Nations Tech Council	Communications and Engagement Manager
Greg	Moore	Metro Vancouver	Chair
Heather	Schumaker	Metro Vancouver	VP External Relations
Heather	McNell	Metro Vancouver	Director, Regional Planning
Kevin	Quinlan	Mayor's Office	Chief of Staff
Julia	Rasotto	Pacific Ministers' Regional Office	Special Assistant
David	Collier	Province	Ministry of Intl Trade
Deb	Zehr	Province	Executive Director, Ministry of Jobs, Trade and Tec
Jenn	Podmore Russell	Rennie	VP Portfolio Services
Kiersten	Enemark	Shaw	Government and Regulatory Affairs
Joanne	Curry	Simon Fraser University	Vice President, External Relations
Greg	Best	Telus	Account Executive
Kim	Logan	Telus	Director of Government Relations for BC
Michael	Tippett	The True North	Co-founder

Steve Po	Vanagus On	TransLink UBC	GR Corporate Relations Officer
Rob	MacKay - Dunn	UDI	VP Government and Public Relations
Ray	Segat	YVR	Director, Cargo & Business Development
Geoff	Eccott	YVR	Manager, Land Development Leasing

From: Ingrid Valou

Sent: September-25-17 3:47 PM

To: Ian McKay <IMcKay@vancouvereconomic.com>

Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>

Subject: RE: Amazon HQ2 Project

Copy & thanks. I'll send it back ASAP

INGRID VALOU

Communications Specialist

Vancouver Economic Commission

C: 604 868 1990

From: Ian McKay

Sent: September-25-17 3:46 PM

To: Ingrid Valou <IValou@vancouvereconomic.com>

Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>

Subject: Amazon HQ2 Project

Ingrid, see below the proposed text to send to the attendees to the launch meeting. Please review and edit as necessary.

Jamie – please create the distribution list for those who attended, but taking out the 4 guys from KPMG..

s.13(1)

Best regards,

Ian McKay

CEO

P: 604 336 8011| C: 604 889 2811

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From: ["Ian McKay" <IMcKay@vancouvereconomic.com>](mailto:IMcKay@vancouvereconomic.com)
To: ["Jamie Warren" <JWarren@vancouvereconomic.com>](mailto:JWarren@vancouvereconomic.com)
Date: 9/26/2017 10:26:53 AM
Subject: RE: Amazon HQ2 Project

Send it from you, on behalf of Ian McKay

From: Jamie Warren
Sent: Tuesday, September 26, 2017 10:00:09 AM
To: Ian McKay
Subject: RE: Amazon HQ2 Project

Hi Ian,

For me to send it from your address Nucleus would have to connect me to your inbox. Do you want me to have them do that, or do you just want to send it?

Thanks,
Jamie

From: Ian McKay
Sent: September-25-17 7:53 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Please send on my behalf
From: Jamie Warren
Sent: Monday, September 25, 5:01 PM
Subject: RE: Amazon HQ2 Project
To: Ian McKay, Ingrid Valou

Hi Ian,

Did you want me to send this on your behalf, or will you send it?

Thanks,
Jamie

From: Ian McKay
Sent: September-25-17 4:56 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Looks great thank you

--

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

From: Ingrid Valou
Sent: September-25-17 4:50 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>

Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Project

Hi Ian,

Made a couple of changes. Here is the adjusted copy.

--

Dear All,

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

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 start up 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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Vancouver, BC V6B 5A1
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INGRID VALOU

Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Ian McKay
Sent: September-25-17 3:46 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: Amazon HQ2 Project

Ingrid, see below the proposed text to send to the attendees to the launch meeting. Please review and edit as necessary.

Jamie – please create the distribution list for those who attended, but taking out the 4 guys from KPMG..

s.13(1)



Best regards,

Ian McKay
CEO

P: 604 336 8011 | **C:** 604 889 2811

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Vancouver, BC V6B 5A1

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From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Buggey, Bryan" <bbuggey@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/21/2017 8:37:06 AM
Subject: Re: Amazon HQ2 update: 8:30pm update

Folks,
Keep plugging away, we need to raise \$\$.

From: Sean Elbe
Sent: Thursday, September 21, 2017 7:04:12 AM
To: Bryan Buggey
Cc: Ian McKay; Tania Parisella; James Raymond
Subject: Re: Amazon HQ2 update: 8:30pm update

I'll aim for s.17(1) Stay tuned.

Sent from my iPhone

On Sep 20, 2017, at 8:30 PM, Bryan Buggey <BBuggey@vancouvereconomic.com> wrote:

Thanks, Sean. So, here is where we are at now:

s.17(1)

The following have s.17(1) in and they are trying to get approval from Sr. Mgt.

s.17(1)

The following I have been playing phone tag with. (I didn't want to put any requests in emails)

s.17(1)

The following I have not reached out to, yet, and may not.

s.17(1)

Also, the following are with others to call and I don't know the results:

s.17(1)

Bryan

From: Sean Elbe
Sent: Wednesday, September 20, 2017 6:37 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Re: Amazon HQ2 update: 4pm update

s.17(1)



She suggested reaching out to KPU. And re: community ammenties as incentives she suggested Science World and a new Surrey Museum for Interactive Art.

Sean

Sent from my iPhone

On Sep 19, 2017, at 12:22 PM, Bryan Buggy <BBuggy@vancouvereconomic.com> wrote:

Update:

s.17(1)



From: Bryan Buggy
Sent: Tuesday, September 19, 2017 5:51 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>; Katrina Purcell <KPurcell@vancouvereconomic.com>
Subject: RE: Amazon HQ2 update: 4pm update

Here is a refinement on that list below.

s.17(1)



From: Ian McKay
Sent: Monday, September 18, 2017 4:37 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>; Katrina Purcell <KPurcell@vancouvereconomic.com>
Subject: Re: Amazon HQ2 update: 4pm update

Folks,
s.17(1) Let's rake in other partners and make some dough on this.
I will try to get deloitte to s.17(1)
Thanks for doing the due diligence today.

From: James Raymond
Sent: Monday, September 18, 2017 7:01:14 PM
To: Ian McKay; Bryan Buggy
Cc: Tania Parisella; Sean Elbe; Courtney Crichton; Katrina Purcell
Subject: Amazon HQ2 update: 4pm update

- Team reviewed bids, Deloitte were unanimous winner (see attached)
- s.17(1) (not inc design work which hopefully Claire could take on)
- City will handle all RFQ related process eg communicating and negotiating with proponents if need be
- Ian to attempt to ascertain with enough confidence for us to go with some form of Deloitte's package

Ian if it helps here's how it *could* pan out:

s.17(1)



Maybe others s.17(1) could chip in...

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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<image001.jpg> <image002.jpg> <image003.png>

<image004.png>

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From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Buggey, Bryan" <bbuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "David Shephard" <DShephard@vancouvereconomic.com>
"Nancy Basi" <NBasi@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
Date: 9/14/2017 3:41:49 PM
Subject: Re: Amazon meeting debrief

Excellent summary, thank you for this James.

From: James Raymond
Sent: Thursday, September 14, 2017 2:12:44 PM
To: Ian McKay; Bryan Buggey; Tania Parisella
Cc: David Shephard; Nancy Basi; Sean Elbe
Subject: Amazon meeting debrief

Just wrapped up a great meeting with s.22(2)(e)(f)(h)

Here are our takeaways from the meeting:

- amazon very happy with Vancouver s.22(2)(e)(f)(h)
- van ranks as a top location for future film and content projects (although specifics all tbc and secretive)

s.13(1)

- re hq2 we asked if van had a chance. Answer is definitely yes, everything is on table, and ignore all media saying any city is a done deal
- we asked if van would make the top 15 in his opinion, he said yes, but thinks it will go east coast, before toeing the neutral company line
- we asked if the shortlist would be revealed. s.22(2)(e)(f)(h)
- post this the process would be 3 site visits
- the priority is talent, Inc ability to retain, thus we would need to prove that we really could provide 50k top global talent to win
- notably immigration was seen as a huge strength for Canada. More and more amazon employees are asking to work in Canada, and thus the trump thing is trending (we name dropped the tesla van story)
- affordability was cited as challenge in Seattle so need to demonstrate where the 50k would be housed with a variety of housing options within a say 30 min radius
- cue s.17(1) Inc surrey and potentially places like nanaimo

s.13(1)

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

- interestingly, amazon want to be really welcomed to the city by the community (not just the politicians)

s.13(1)

- they want a metro bid, as we already knew
- proximity is not necessarily an asset for us in his opinion

s.13(1)

- sustainability a key deal for them, eg green and smart building assets
- finally, they really want to see creative/peculiar solutions and ideas s.22(2)(e)(f)(h) We should think creatively!

Overall, incredibly helpful and confirmation that the bid needs to be incredibly data rich. Whatever happens, this is a great opportunity to impress the amazon team with how we do business in vancouver

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "de Eyre, Steven" <sdeeyre@amazon.com>
Date: 9/7/2017 7:58:35 AM
Subject: Re: Amazon Opens Search for a Second Headquarters City in North America

Thank you Steven, I've exchanged notes with Jesse on this already - and we are putting together an in-house team to take this on.

Many thanks,
Ian

From: de Eyre, Steven <sdeeyre@amazon.com>
Sent: Thursday, September 7, 2017 7:42:26 AM
To: de Eyre, Steven
Subject: Amazon Opens Search for a Second Headquarters City in North America

Good morning,

If you haven't seen the news yet, I'd like to draw your attention to the announcement below that Amazon made this morning, that we have begun a search for a second Headquarters site in North America (yes, including Canada). We expect to invest over USD \$5 billion in construction and to grow this second headquarters to include as many as 50,000 high-paying jobs. Please see our website at www.amazon.com/amazonHQ2 for additional details, and in particular the RFP document linked to on that page.

Questions and proposals should be directed to **s.15(1)(l)** and as always I am available.

Best,
Steve



Steve de Eyre | [Head of Public Policy](#) | [Amazon.ca](#)
sdeeyre@amazon.com | T: 416-309-6187 | M: 416-992-5025
120 Bremner Boulevard, 26th Floor | Toronto, Ontario M5J 0A8

Amazon Opens Search for Amazon HQ2 – A Second Headquarters City in North America

New headquarters will be a full equal to Amazon's headquarters in Seattle, and is expected to grow to 50,000 employees as part of the company's ongoing job creation

Amazon plans to invest over \$5 billion in construction and operation of Amazon HQ2

In addition to Amazon's direct hiring and investment, construction and operation of Amazon HQ2 is expected to create tens of thousands of jobs in construction and related industries, and generate tens of billions of dollars in additional investment in the city where Amazon HQ2 is located

Amazon today announced plans to open Amazon HQ2, a second company headquarters in North America. Amazon expects to invest over \$5 billion in construction and grow this second headquarters to include as many as 50,000 high-paying jobs. In addition to Amazon's direct hiring and investment, construction and ongoing operation of Amazon HQ2 is expected to create tens of thousands of additional jobs and tens of billions of dollars in additional investment in the surrounding community. Amazon is opening the Amazon HQ2 Request for Proposal ("RFP") now, and local and state government leaders interested in learning more about how they can bring Amazon to their

community can visit www.amazon.com/amazonHQ2.

Amazon estimates its investments in Seattle from 2010 through 2016 resulted in an additional \$38 billion to the city’s economy – every dollar invested by Amazon in Seattle generated an additional 1.4 dollars for the city’s economy overall.

Details of Amazon’s Seattle headquarters:

Amazon Seattle HQ	
Number of buildings	33
Square feet	8.1 million
Local retail within Amazon headquarters	24 restaurants /cafes + 8 other services
Amazon employees	40,000+
Capital investment (buildings & infrastructure)	\$3.7 billion
Operational expenditures (utilities & maintenance)	\$1.4 billion
Compensation to employees	\$25.7 billion
Number of annual hotel nights by visiting Amazonians and guests	233,000 (2016)

Direct ¹	Amount paid into the city's public transportation system as employees' transportation benefit	\$43 million
	Additional jobs created in the city as a result of Amazon's direct investments	53,000
Indirect ²	Additional investments in the local economy as a result of Amazon's direct investments	\$38 billion
	Increase in personal income by non-Amazon employees as a result of Amazon's direct investments	\$17 billion
Other	Increase in Fortune 500 companies with engineering /R&D centers in Seattle	From 7 in 2010 to 31 in 2017

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

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

With more than 380,000 employees worldwide, Amazon ranks #1 on Fast Company's Most Innovative Companies, #2 on Fortune's World's Most Admired Companies, #1 on The Harris Poll's Corporate Reputation survey, and #2 on LinkedIn's U.S. most desirable companies list. Amazon was also recently included in the Military Times' Best for Vets list of companies committed to providing opportunities for military veterans.

"We expect HQ2 to be a full equal to our Seattle headquarters," said Jeff Bezos, Amazon founder and CEO. "Amazon HQ2 will bring billions of dollars in up-front and ongoing investments, and tens of thousands of high-paying jobs. We're excited to find a second home."

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

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

HQ2 could be, but does not have to be:

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

Amazon HQ2 will be a complete headquarters for Amazon – not a satellite office. Amazon expects to hire new teams and executives in HQ2, and will also let existing senior leaders across the company decide whether to locate their teams in HQ1, HQ2 or both. The company expects that employees who are currently working in HQ1 can choose to continue working there, or they could have an opportunity to move if they would prefer to be located in HQ2.

To learn more about Amazon's current Seattle headquarters, plans for Amazon HQ2, and to submit a proposal, visit www.amazon.com/amazonHQ2.

About Amazon

Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. Customer reviews, 1-Click shopping, personalized recommendations, Prime, Fulfillment by Amazon, AWS, Kindle Direct Publishing, Kindle, Fire tablets, Fire TV, Amazon Echo, and Alexa are some of the products and services pioneered by Amazon. For more information, visit www.amazon.com/about and follow @AmazonNews.

Forward-Looking Statements

This press release contains forward-looking statements that are inherently difficult to predict. Actual results could

differ materially for a variety of reasons, including, in addition to the factors discussed above, the amount that Amazon.com invests in new business opportunities and the timing of those investments, the mix of products and services sold to customers, the mix of net sales derived from products as compared with services, the extent to which we owe income taxes, competition, management of growth, potential fluctuations in operating results, international growth and expansion, the outcomes of legal proceedings and claims, fulfillment, sortation, delivery, and data center optimization, risks of inventory management, seasonality, the degree to which the Company enters into, maintains, and develops commercial agreements, acquisitions and strategic transactions, payments risks, and risks of fulfillment throughput and productivity. Other risks and uncertainties include, among others, risks related to new products, services, and technologies, system interruptions, government regulation and taxation, and fraud. In addition, the current global economic climate amplifies many of these risks. More information about factors that potentially could affect Amazon.com's financial results is included in Amazon.com's filings with the Securities and Exchange Commission ("SEC"), including its most recent Annual Report on Form 10-K and subsequent filings.

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "David Shepherd" <DShepherd@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Buggey, Bryan" <bbuggey@vancouvereconomic.com>
"Nancy Basi" <NBasi@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/12/2017 10:27:15 AM
Subject: RE: Amazon Tip

This is great intel, thank you.

--

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

From: David Shepherd
Sent: September-12-17 10:21 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>; Nancy Basi <NBasi@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Amazon Tip

Hey All,

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

It's just data, data, data. The more data the better.

The analysis and answers to any questions backed by deep meaningful data to prove the points is what seems to excite them when carrying out feasibilities. Fluff and PR buzz means nothing. Visualisation of our vision backed by verifiable data is what will play well. The West coast, same time zone, easy immigration process, 30min flight all seemed to be very positive issues s.22(2)(e)(f)(h)

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

Cheers

David

DAVID SHEPHEARD
Director, Vancouver Film Commission
T: +1 604 336 8030 | C: +1 604 671 9185



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Vancouver, BC V6B 5A1
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From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "MacMillan, Chris" <chris.macmillan@pmo-cpm.gc.ca>
CC: "Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 9/30/2017 2:15:02 PM
Subject: RE: Amazon

Chris,
Thanks so much for getting back on this. Jamie is ccd here and will find a time that works,
Ian

From: MacMillan, Chris <Chris.MacMillan@pmo-cpm.gc.ca>
Sent: Friday, September 29, 2017 10:58:50 AM
To: Ian McKay
Subject: RE: Amazon

Hi Ian,

I'd be happy to arrange for a call on Tuesday, October 3rd. Might you be available at 1pm EST?

Thanks,

Chris MacMillan
Adjoint spécial, administration –
Special Assistant, Administration
Cabinet du Premier ministre – Office of the Prime Minister
80, rue Wellington
Ottawa ON K1P 5K9
P: 613-957-5517
C: 613-617-6899

-----Original Message-----

From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]
Sent: Tuesday, September 26, 2017 3:42 PM
To: Marques, Elder
Subject: RE: Amazon

Elder,
Great to hear from you and congratulations on the new role. You're part of a fabulous team there.
I will find time for a call this week on this. In the mean ime, a quick summary of our approach on this;
VEC has registered with Amazon as the lead on the RFP process
On September 14 I convened an advisory group meeting here with 30 stakeholders from across he Metro Vancouver region
On September 18 we appointed Deloitte to manage and deliver he bid on our behalf
The Steering Committee overseeing the process is comprised of;
o VEC/Vancouver/Surrey/BC/Metro Vancouver/Deloitte

Vancouver will put together a compelling bid, based on the eight, clear, key decision drivers set out in the Amazon RFP. From those eight decision drivers, we are building a data rich narrative around hree key hemes – Site / Talent / Incen ives.

We expect to be very competitive on site options for all three phases, and very competi ive on talent. (Amazon has already voted with their feet in favour of Vancouver with a 'business as usual' expansion here from the current headcount of 1300 to 5000 in the nest two years. This is going forward irrespective of the HQ2 project. We expect our biggest vulnerability is under the cash incen ives category. Neither the City of Vancouver nor he Province of BC have any programs or capacity to offer cash, land or other incentives to private sector companies. Having said that, the 'built in' incentives of operating large tech firms here is why Vancouver is the #1 technology ecosystem in Canada, and #15 in the world. We will be highligh in these attributes.

We have received from Global Affairs a sizeable document that ou lines all the ways the federal government is suppor ive of all cities' bids. It is a bit cumbersome, but appreciated. IT is our hope that SIF, the SuperCluster program and the Municipal Infrastructure program can be ar icultated clearly in a way that they can become part of the bid package.

Grateful for your help on his, and I hope we can have a call this week,

Ian

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

-----Original Message-----

From: Marques, Elder [mailto:Elder.Marques@pmo-cpm.gc.ca]
Sent: September-26-17 12:21 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Amazon

Ian: I hope you're doing well. As you may know I've taken on a new role as Senior Advisor to the PM. One of the files I'm working is supporting Canadian Amazon bids and I thought we should connect.

Let me know if we could arrange something.

Elder

Elder C. Marques
Senior Advisor to the Prime Minister
Conseiller principal du premier ministre

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/19/2017 9:59:53 AM
Subject: Re: FW: Amazon HQ2 - message from Eleena at CoV

On the case now, deloitte will get a confirmation shortly

From: James Raymond
Sent: Tuesday, September 19, 2017 9:49:15 AM
To: Ian McKay
Subject: FW: Amazon HQ2 - message from Eleena at CoV

Eleena is chasing

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Tuesday, September 19, 2017 8:59 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Shi, Wen <Wen.Shi@vancouver.ca>; Aarons, David <David.Aarons@vancouver.ca>
Subject: RE: VEC's evaluation summary - Amazon HQ2

Hi James,

Can you ask Ian for an ETA on when he will likely be able to confirm additional funding and also whether he is able to speak directly with Sadhu?

If these can't take place until this pm I suggest Wen contacts the proponents buying us 24 hours

Thanks
Eleena

From: Marley, Eleena
Sent: Monday, September 18, 2017 4:20 PM
To: 'James Raymond'
Cc: Shi, Wen
Subject: RE: VEC's evaluation summary - Amazon HQ2

Thanks

I spoke to Ian and Bryan and they are actively working to secure additional monies – estimated s.17(1) Ian has emailed Sadhu and I have left a message with him to update him re. Deloitte and budget and next steps.

We won't be able to go back to the proponents until tomorrow, likely the pm – lets see what Ian says tomorrow

E

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: s.17(1)
Date: 9/7/2017 9:09:16 AM
Subject: Re: HQ2

On the case and we'll schedule some time.

From: s.17(1)
Sent: Thursday, September 7, 2017 9:02:37 AM
To: Ian McKay
Subject: Re: HQ2

\u8203 ?Great. I encourage you to think big here. This is a transformative opportunity for Vancouver. To the degree I can, I'll support. Happy to grab a coffee sometime soon as you frame out the options.

From: Ian McKay <IMcKay@vancouvereconomic.com>
Sent: Thursday, September 7, 2017 7:49 AM
To: s.17(1)
Subject: Re: HQ2

Many thanks for this s.17(1) I have received the info links from s.17(1) I am putting together an in-house team to tackle this opportunity.
We'll be in touch,
Ian

From: s.17(1)
Sent: Thursday, September 7, 6:55 AM
Subject: HQ2
To: Ian McKay

<https://www.amazon.com/gp/browse.html/?node=17044620011>

Hi Ian,

I'm fairly certain this will cross your desk today. Yes, Canadian cities can submit requests. For further details, I suggest you reach out to s.17(1)

s.17(1)

\u8203 ?

s.17(1)

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: "Michael Tippet" <michael@thetrueorth.me>
CC: "Jamie Warren" <JWarren@vancouvereconomic.com>
Date: 9/12/2017 12:07:41 PM
Subject: RE: HQ2 and Vancouver

Michael,
I'm hosting a small group of stakeholders here with the Mayor on Thursday at 11am to discuss the Amazon bid process. Inviting YVR, Translink, Province, City, BC Tech Telco's and other stakeholders who will have some value to add (through data/infrastructure etc).
Delighted if you can join us, please let me know. Probably 45 min- one hour.

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

From: Michael Tippet [mailto:michael@thetrueorth.me]
Sent: September-11-17 8:14 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Re: HQ2 and Vancouver

Excellent. Looking forward to hearing more.

Best,

m.

On Sun, Sep 10, 2017 at 3:46 PM, Ian McKay <IMcKay@vancouvereconomic.com> wrote:

Thanks for this Michael – appreciate your support. We will be activating a lot of activity with a lot of partners on this all week and we'll be in touch.
Ian

--
IAN McKAY
CEO
Vancouver Economic Commission
P: [604 336 8011](tel:6043368011) | C: [604 889 2811](tel:6048892811)

From: Michael Tippet [mailto:michael@thetrueorth.me]
Sent: Sunday, September 10, 2017 9:22 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: HQ2 and Vancouver

Hi Ian,

I'm sure you probably caught me on CBC the other day talking about Amazon and Vancouver. I checked in with Sean and BCTech on messaging before going on but in the event that I get calls like this in the future I wanted to make sure that I was advancing Vancouver's cause and in line with the work you guys are doing. I'm happy to have a quick chat on how we can make sure this is done well moving forward and how I can be most helpful.

Let me know if you'd like to connect on this.

Best,

Michael.

--



Michael Tippet, Co-Founder
michael@thetrueorth.me
[604-657-6717](tel:6046576717)
[LinkedIn](#)

--



Michael Tippet, Co-Founder
michael@thetrueorth.me
[604-657-6717](tel:6046576717)
[LinkedIn](#)

From: "Ian McKay" <IMcKay@vancouvereconomic.com>
To: s.17(1)
Date: 9/12/2017 1:27:46 PM
Subject: RE: HQ2

Understood, s.17(1) I will keep you posted as we proceed.

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

From: s.17(1)
Sent: September-12-17 12:58 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Re: HQ2

Hi Ian,
Unfortunately I am unable to attend.

s.17(1)

Sent from my iPhone

On Sep 12, 2017, at 12:13 PM, Ian McKay <IMcKay@vancouvereconomic.com> wrote:

s.17(1)

I am hosting a discussion meeting here with the Mayor on Thursday at 11am. I have invited key stakeholders who, based on the Key Decision Drivers in the Amazon RFP, will be instrumental in supporting a bid. So, City, Province, Feds, YVR, Translink, Port, Universities, VBoT, BC Tech, Telco's, Hydro, Metro Van, First Nations etc. I'd be delighted if you could join and hear how the community can be engaged on this. Will also have KPMG team present. Let me know if you are able to join, I'd really appreciate it. (and won't put you on the spot...).

Ian

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

From: s.17(1)
Sent: September-07-17 9:03 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Re: HQ2

u8203 ?Great. I encourage you to think big here. This is a transformative opportunity for Vancouver. To the degree I can, I'll support. Happy to grab a coffee sometime soon as you frame out the options.

From: Ian McKay <IMcKay@vancouvereconomic.com>
Sent: Thursday, September 7, 2017 7:49 AM
To: s.17(1)
Subject: Re: HQ2

Many thanks for this s.17(1) I have received the info links from Steven. I am putting together an in-house team to tackle this opportunity. We'll be in touch, 1)

Ian
From: s.17(1)
Sent: Thursday, September 7, 6:55 AM
Subject: HQ2
To: Ian McKay

<https://www.amazon.com/gp/browse.html/?node=17044620011>

Hi Ian,
I'm fairly certain this will cross your desk today. Yes, Canadian cities can submit requests. For further details, I suggest you reach out to s.17(1)
s.17(1)
u8203 ?
s.17(1)

From:	"Bryan Buggy"
To:	"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
Date:	10/5/2017 2:25:51 PM
Subject:	Accepted: Amazon HQ2 Advisory Group Update Meeting

From:	"Bryan Buggy"
To:	"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
Date:	10/5/2017 2:25:36 PM
Subject:	Accepted: Amazon HQ2 Advisory Group Update Meeting

From:	"Bryan Buggy"
To:	"Ian McKay" <IMcKay@vancouvereconomic.com>
Date:	9/28/2017 10:43:56 AM
Subject:	Accepted: Amazon HQ2 Stakeholder Advisory Group

From:	"Bryan Buggy"
To:	"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
Date:	10/5/2017 2:25:51 PM
Subject:	Accepted: Amazon HQ2 Advisory Group Update Meeting

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Date:	9/28/2017 10:43:56 AM
Subject:	Accepted: Amazon HQ2 Stakeholder Advisory Group

From:	"Bryan Buggy"
To:	"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
Date:	9/20/2017 3:21:45 PM
Subject:	Accepted: Presentation and Q/A: Provincial Response to Amazon HQ2

From: "Bryan Buggy"

To: "Beth Berry (beth.berry@beediegroupp.ca)" <beth.berry@beediegroupp.ca>

Date: 9/27/2017 9:37:48 AM

Subject: Amazon HQ2

Attachments: Deloitte RFP for Amazon HQ2 Sites Sep 25 2017.pdf

Hi Beth...

We have hired Deloitte to help us with the Amazon HQ2 bid. I wanted to make sure your organization got this RFP for sites. See attached and forward to the right person in your organization. Apologies in advance if you have already received this.

Bryan

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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Request for Proposals for Amazon HQ2 Sites

The Greater Vancouver region is preparing a response to the Amazon HQ2 Request for Proposals ("RFP"). This effort is being coordinated by the City of Vancouver, the City of Surrey, and the Province of BC, with the intention of including selected sites within the broader region meeting Amazon's criteria. Deloitte has been retained to assist with preparing the RFP Response.

We are requesting that Municipalities, First Nations, land owners and developers, and other interested parties assist in identifying suitable sites and providing information. Amazon has outlined a need for up to 8,000,000 square feet over 15 years per below, including a Phase-1 site that must be operational by 2019.

- Phase-1 Building: 500,000 – 1,000,000 square feet
- Phase-2 Building: 1,000,000 – 2,000,000 square feet
- Phase-3 Building: 2,000,000 – 3,000,000 square feet

While Amazon's RFP includes certain mandatory criteria and other priorities, it also encourages regions to "think big and creatively when considering real estate options". With this in mind, we hope to identify a site, an assembly of sites, and/or several clusters of nearby sites that highlight Greater Vancouver's unique strengths and would act as a magnet for talent.

The following sections outline Amazon's criteria and the information we require. Should you have any questions or wish to discuss, do not hesitate to contact us. Additional information from Amazon can be found 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)

Part A. Site eligibility criteria

According to Amazon's RFP, site eligibility includes:

- A greenfield site or several greenfield sites that are zoned or designated for the proposed use or pad ready, with utility infrastructure in place. While Amazon has specified a need for up to 100 acres, for the purposes of our region's proposal we expect this may be achieved via 5-10 clusters in multiple areas with up to 10 acres of potential build out with high density at each site.
- Other infill sites, existing buildings, including opportunities for renovation/redevelopment and greenfield sites, meeting the proximity and logistics requirements of the Project. This can also be a combination of the above.
- The sites do not have to be contiguous, but should be in proximity to each other to foster a sense of place and be pedestrian friendly. Consider the overall proximity of the buildings at full build-out as you are making recommendations. Note that as we may include several sites or clusters of sites connected by transit, we anticipate this to be an iterative and collaborative process. If you would like to discuss your site's location in relation to others, please contact Deloitte (see Submission and Inquiries at end of this document).

Please ensure site submissions meet the following **mandatory** criteria:

- Within 30 miles of a population center
- Within approximately 45 minutes travel distance to YVR

- Not more than 1-2 miles distance from major highways and arterial roads
- Site access to mass transit i.e. direct access to rail, train, subway/metro, bus routes
- Initial square foot requirement of 500,000-1,000,000 square feet for Phase 1 building
- Feasible for Phase-1 site to be operational by 2019 and Feasible for Phases 2/3 sites to be operational by 2027 at the latest.

The sites should also consider Amazon's priorities for sustainability, connectivity, cultural fit and quality of life as described in their RFP.

Part B. Mandatory site information (due by September 29):

Please provide the following mandatory information with respect to proposed site(s):

- Which parts of the submission are for Phase 1 (2019) and Phases 2-3 (by 2027)
- Whether the site is publicly or privately owned and who the owner is
- Location and proximity to additional lands
- Site proximity to population center
- Site map or identification within an OCP/ODP, etc.
- Site dimensions—both existing and ability to support future phases or assemble for future development. Please provide total square footage. If available, provide proposed development drawings.
- Site connectivity to major transit lines i.e. direct access at site to rail, train, subway/metro, and bus routes (any estimated capacity for the nearby lines would be helpful)
- Site proximity to YVR
- Site proximity to major highways and arterial roads
- Future infrastructure projects nearby
- Site digital infrastructure connectivity (e.g., fibre optic cables)
- Site zoning and maximum current OCP allowable densities

Part C. Supplementary information (due by October 4)

Please provide the following supplementary information for each proposed site:

- Pertinent parts of the OCP plus any pending changes to the OCP and land use boundaries
- Supporting images, graphics or photos of the site
- Estimated timeline for full scope of regulatory approvals for Phase 1, 500,000 to 1,000,000 square feet of space, by 2019. This should be inclusive of zoning changes, development permit, health and safety, occupation, etc.

- Any additional permitting or policy considerations for development of the land: e.g., any mandatory community engagement processes, whether or not the land is in the industrial lands inventory, etc.
- Existing office/ industrial inventory stats plus pending development applications
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- New and proposed public amenity projects
- Long term land use planning and general economic development strategies for the larger neighbourhood of the proposed development area

Deadline for responses:

- The deadline for responses to Part B is September 29, 2017
- The deadline for to responses to Part C is October 4, 2017
- Note these deadlines are imperative to meet Amazon's deadline of October 19, 2017 and to allow sufficient time to potentially collaborate between several sites, municipalities and government. As such we expect to convene a meeting and briefing of interested parties once identified.

Submission and Inquiries:

Please send all questions and responses to:

Tom Corner

Manger, Economics and Policy Advisory, Deloitte

P: 604-640-3100

tcorner@deloitte.ca

From: ["Bryan Buggy"](#)

To: s.22(1)

Date: 9/26/2017 5:46:23 PM

Subject: Amazon HQ2

Attachments: Deloitte RFP for Amazon HQ2 Sites Sep 25 2017.pdf

Hi Darlene...

I wanted to make sure you were aware of this RFP for your membership. See attached.

Bryan

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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Submission and Inquiries:

Please send all questions and responses to:

Tom Corner

Manger, Economics and Policy Advisory, Deloitte

P: 604-640-3100

tcornet@deloitte.ca

From:	"Marley, Eleena" <Eleena.Marley@vancouver.ca>
To:	"Krueger, Gregory" <Gregory.Krueger@vancouver.ca> "Woo, Henry" <Henry.Woo@vancouver.ca> "Bryan Buggy" <BBuggey@vancouvereconomic.com>
CC:	"James Raymond" <JRaymond@vancouvereconomic.com> "Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
Date:	9/27/2017 3:32:13 PM
Subject:	Amazon HQ2 Funding from Partner Organizations

All,

Summary of the position for any contributing or funding agreements and the financial process:

1. Contributing agreements and Funding Agreements should name VEC as recipient and the City will not be a party or signatory to same. COV Legal available to review drafting
2. VEC should negotiate and collect/invoice contributions (excluding COV's) and record the contributions as revenue
3. VEC to reconcile total contributions with the total Deloitte cost and communicate any discrepancies to this group
4. Subject to VEC approval, COV is responsible for paying Deloitte's invoice on receipt – likely end October
5. COV to set up a payment as a receivable and bill separately or deduct from VEC's quarterly funding.

Bryan,

- Can you advise who your finance person is. If they have any questions, please feel free to contact Henry or Greg direct. Can they report back on monies received, outstanding and costs incurred weekly?
- Have you heard anything further on receiving the Contributing Agreement from the Province?

Best
Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca



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From: "Bryan Buggy"
To: "Parisella, Tania (TParisella@vancouvereconomic.com)" <TParisella@vancouvereconomic.com>
Date: 10/1/2017 7:38:17 PM
Subject: Amazon HQ2 Teleconference Tuesday, October 3rd, 2:30pm Ottawa Time

From: James Raymond
Sent: Friday, September 29, 2017 4:19 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: FW: Amazon HQ2 Teleconference Tuesday, October 3rd, 2:30pm Ottawa Time

Maybe Bryan/Tania can take this conference call?

I also highlight that the Feds might make federal dollars available as an incentive only if a city is shortlisted, post Oct 19th. Very smart. Doesn't help us get shortlisted though

From: Hilary.Esmonde-White@international.gc.ca [<mailto:Hilary.Esmonde-White@international.gc.ca>]
Sent: Friday, September 29, 2017 4:13 PM
To: Hilary.Esmonde-White@international.gc.ca
Cc: Nathalie.Bechamp@international.gc.ca; Jean-Frederic.Lafaille@pco-bcp.gc.ca; Deric.Dubien@international.gc.ca; Julie.Forrest@international.gc.ca; Nadin.Nanji@international.gc.ca; Sean.McCabe@international.gc.ca; Natasha.Kim@cic.gc.ca; James.Burns@pco-bcp.gc.ca; alec.nicholls@canada.ca; Francois.Lasalle@international.gc.ca; charles.vincent@canada.ca; Brandon.Lee@international.gc.ca; Michael.Wooff@international.gc.ca
Subject: Amazon HQ2 Teleconference Tuesday, October 3rd, 2:30pm Ottawa Time

Provincial and Municipal Colleagues:

[Teleconference details at end of message]

As October 19th rapidly approaches, we would like to take the opportunity to hold a teleconference on Tuesday, October 3rd (2:30 Ottawa time) with all those who have indicated an interest in submitting proposals to Amazon for their second North American headquarters in order to further frame Canada's value proposition, provide an update from the federal perspective, and receive your input. We will have officials from the Privy Council Office; Innovation, Science and Economic Development Canada; and Immigration, Refugees and Citizenship Canada join us for the discussion.

At this stage, the overall Canada value proposition focuses on Canada's talent, cost advantage compared to the U.S. with respect to corporate taxes, health care and benefits for employees, cost of living, quality of life, our favourable immigration process, and others as captured in the materials sent earlier this week -- not financial incentives the federal government may be able to put on the table. As we have indicated to many of you, that discussion will take place after October 19th once a short list of contenders becomes known.

We acknowledge that many of you have reached out to us on an individual basis with questions and feedback and we continue to encourage you to do so.

TELECONFERENCE DETAILS:

Local Dial-in number: 613-960-7515
Toll-free Dial-in number: 1-877-413-4791
Conference ID: **s.15(1)(l)**

Best regards,

Hilary Esmonde-White
Director/Directrice
Investor Services/Services aux investisseurs
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Facsimile | Télécopieur: 613-944-3312
Global Affairs Canada | Affaires mondiales Canada
Government of Canada | Gouvernement du Canada



Global Affairs
Canada

Affaires mondiales
Canada

From: "Ingrid Valou"

To: "Ian McKay" <IMcKay@vancouvereconomic.com>

CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>

Date: 9/21/2017 11:38:14 AM

Subject: [APPROVAL RQ] Draft Statement from VEC on Amazon HQ2 & Comms Update

Attachments: Draft Statement from VEC on Amazon HQ2.docx

Hello Ian,

Please review the attached draft statement on Amazon HQ2 at your earliest convenience. If you approve it, I will have it published on our website and sent to the journalists who have previously asked for responses from us.

s.13(1)



Note: James, Sean and Tania have all seen and approved the contents of the statement. Ideally, we will create a public-facing live document with Steering Committee approved updates to better manage enquiry volumes and create "transparency."

On a side but relevant note, the Ministry of Jobs, Trade and Technology called earlier this morning to let me know that they would like to publicise their financial contribution/support of the proposal. Briefly:

s.13(1)



I committed to nothing except maintaining a dialogue with them, but did let them know that the Steering Committee will be meeting today and there may be comms-related updates after that meeting.

Thank you for your time & attention,

INGRID VALOU
Communications Specialist
C: 604 868 1990

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



s.13(1)



From: "James Raymond"

To: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>

Date: 10/4/2017 10:24:55 AM

Subject: eleena

Re Eleena's email below. I spoke with her this morning when she informed me she is coming over to check on progress, even though I am working from home today and this is the first she has ever told me about it. Suspect Sadhu has asked her to find out how things are progressing. Hope someone is around to say hello and open the door to her

I have told Tom at Deloitte to feel free to provide a cursory update, everyone is much too busy right now for anything deeper

JAMES RAYMOND

Manager, Research & Analysis

Vancouver Economic Commission

P: 604 336 8021 | C: 778 788 7721

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]

Sent: October 4, 2017 10:17 AM

To: James Raymond <JRaymond@vancouvereconomic.com>; tcorner@deloitte.ca; Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>

Subject: Amazon HQ2 - Coming to the war room today and COV requests

Hi all,

FYI - I will come over to the war room in about an hour to see how it is all going. If you have anything you need from the City let me know while I'm there.

In addition, I'm keen to get an update on the following:

1. Copy of tomorrow's agenda and any key speaking notes for Sadhu - James
2. Update on whether Oct 17 in-camera Council meeting has been scheduled and the process / timing to circulate the briefing note to Sadhu, Paul and myself ahead of this – Bryan & Ian
3. When the first draft is circulated, ensure it is marked with 'Commercially Sensitive – Confidential' with an accompanying note that outlines that during the RFP process certain information should remain confidential. Be clear on what information can and cannot be shared in the public domain. Note that following the end of the procurement process all information will be subject to the FOI process - Deloitte/VEC
4. Sadhu has requested a short summary briefing note which can be publically released following the proposal submission. Please confirm that your team are working with COV's Communications team - Bryan

See you soon

Eleena

Eleena Marley | Manager, Strategic Business Relationships

City of Vancouver | 453 W 12th Avenue

Vancouver | BC V5Y 1V4

Desk: 604.673.8223 | mobile: 604.367.5991

eleena.marley@vancouver.ca

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From: "James Raymond"

To: "All Staff" <AllStaff@vancouvereconomic.com>

Date: 10/13/2017 8:49:37 AM

Subject: FW: 13/10 - Amazon HQ2 - Letter from Prime Minister Trudeau - Lettre du Premier ministre Justin Trudeau

Attachments: AHQ2 - Letter from Prime Minister Trudeau.pdf

Great letter from the PM – headsup Claire

From: Nathalie.Bechamp@international.gc.ca [mailto:Nathalie.Bechamp@international.gc.ca]

Sent: Friday, October 13, 2017 7:35 AM

To: Nathalie.Bechamp@international.gc.ca

Cc: Ailish.Campbell@international.gc.ca; Hilary.Esmonde-White@international.gc.ca;

Nadin.Nanji@international.gc.ca; Francois.Lasalle@international.gc.ca; Jean-Frederic.Lafaille@pco-bcp.gc.ca;

James.Burns@pco-bcp.gc.ca; Brandon.Lee@international.gc.ca; Michael.Wooff@international.gc.ca;

Kim.Butler@international.gc.ca; Marcy.Grossman@international.gc.ca; Monique.Winter@international.gc.ca; Marie-

France.Paquet@international.gc.ca; Wolf.Nowak@international.gc.ca; Catherine.Lemieux@international.gc.ca;

Ash.Ahmad@international.gc.ca; Monique.Winter@international.gc.ca; Deric.Dubien@international.gc.ca;

Sara.Wilshaw@international.gc.ca; David.Morrison@international.gc.ca; Shendra.Melia@international.gc.ca;

Timothy.Sargent@international.gc.ca

Subject: 13/10 - Amazon HQ2 - Letter from Prime Minister Trudeau - Lettre du Premier ministre Justin Trudeau

Importance: High

Dear colleagues, chers collègues,

It is our pleasure to share with you a letter of support from Prime Minister Justin Trudeau for your respective bids for the Amazon HQ2 request for proposals.

C'est avec plaisir que nous partageons une lettre d'appui du Premier ministre Justin Trudeau à l'intention d'Amazon dans la cadre de vos soumissions à l'appel d'offre pour un deuxième siège social.

Regards, cordialement,

Nathalie Béchamp

Directrice générale – Investissement et Innovation

Director General – Investment and Innovation

Affaires mondiales Canada - Global Affairs Canada

111 Sussex, Ottawa

T 343 203-4113

Nathalie.bechamp@international.gc.ca

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October 13, 2017

Dear Jeff:

There is no better place to do business than Canada. In an increasingly complex and uncertain world, Canadians have embraced change while staying true to their values. Canadians are bold innovators and good neighbours, bound together by a spirit of openness and hard work. Every day we demonstrate that these values are sources of strength, and that better is always possible. I can imagine no better place for Amazon to call its second home.

As the first country in the world to adopt a policy of multiculturalism, we have shown time and time again that a country can be stronger not in spite of its differences, but because of them. Diversity is a fact, but inclusion is a choice. Canada has made its decision and our cities have become windows to the world.

We believe in building a clean-growth economy that is as inclusive as it is innovative. We have embraced technological change, while also helping our citizens adapt to the changing nature of work. That is why we have boosted investment in skills and training and introduced an ambitious Innovation and Skills Plan to make Canada a world-leading centre for innovation.

This plan includes actions that will benefit everyone, from students looking to get work experience to adult workers hoping to improve their skills. It delivers simpler and more efficient support to entrepreneurs, while making it easier for both domestic and global companies to invest in Canada and Canadians. We have simplified our business support programs and designed strategic funds to spur innovation and support high-quality business investments. Our government is a ready and willing partner, with the tools already in place, to make bold and strategic investments to create high-quality jobs.

Mr. Jeff Bezos
Amazon
410 Terry Avenue
Seattle, Washington
98109
United States of America

Canada is also committed to reinforcing our strengths in education. Our world-class colleges and universities have graduated the most highly educated workforce within the OECD. In the new economy, however, we recognize that we must also have access to the best talent in the world, wherever it is. We have therefore introduced dedicated immigration services, allowing companies to attract highly-skilled global talent through an expedited review process to quickly recruit for the skills they need.

Canadian cities are progressive, confident, and natural homes for forward-thinking, global leaders. They are consistently ranked as the best places to live, work, and play in the world. They are welcoming, walkable communities with vibrant arts and culture scenes, connected by ever-improving public transportation networks. Canadians enjoy a universal health care system and a robust public pension plan which help support our excellent quality of life and also mean lower costs for employers. Our cities offer welcoming and predictable business environments, with the lowest overall business costs in the G7, underpinned by the soundest banking and legal systems in the world. They are great places to work, invest, and live – all with unmatched global market access and within a short flight of major American cities.

Throughout our history, it is in one another that Canada and the United States have found their closest friend and ally. We enjoy the longest, most peaceful, and mutually beneficial relationship of any two countries in the world. Canada is the largest foreign customer for goods and services made in the United States. We are the number one customer of the majority of American states, and among the top three customers of 48 states. Our economic integration and partnership are unparalleled.

As Amazon decides on the location for its second North American headquarters, I am certain that Canada will stand out. With all our advantages and a government that is willing to invest in the future, the business case is simple.

Amazon has already established roots in Canada, creating thousands of good jobs, and taking advantage of leading technologies in areas such as artificial intelligence and drones. We are grateful for the confidence Amazon has placed in our cities and people. We look forward to growing this partnership.

The Government of Canada is committed to working closely with Canadian cities in providing Amazon a second home. The full support of our government stands behind them.

Please accept my warmest regards.

Sincerely,



From: "Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
To: "Rocky Ozaki" <rozaki@wearebctech.com>
Date: 10/2/2017 2:48:30 PM
Subject: FW: 16:00 Amazon HQ2 Advisory Group Update Meeting

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From: Krieger, Brian MIT:EX
Sent: Thursday, September 28, 2017 8:41:15 PM (UTC) Coordinated Universal Time
To: Krieger, Brian MIT:EX; 'dina.matterson@bchydro.com'; 'rick.truong@bchydro.com'; 'bethany_edmunds@bcit.ca'; 'nllilova@richmond.ca'; 'Doug.kinsey@ic.gc.ca'; 'lauren@technologycouncil.ca'; 'julia.rasotto@canada.ca'; 'kiersten.enemark@sjrb.ca'; XT:Curry , Joanne E AVED:IN; 'michael@thetrue north.me'; 'steve.vanagas@translink.ca'; 'po-on.yeung@ubc.ca'; 'rmackaydunn@udi.org'; 'raymond_segat@yvr.ca'; 'geoff_eccott@yvr.ca'; 'tcorner@deloitte.ca'; 'sdiamandiev@deloitte.ca'; 'dbeaton@deloitte.ca'; Ian McKay; 'iain.evans@ubc.ca'; Jamie Warren; Bryan Buggey; 'swu@surrey.ca'; Collier, David MIT:EX; Yang-Mason, Gloria MIT:EX
Cc: Yap, Joyce MIT:EX; Domench, Martin MIT:EX
Subject: 16:00 Amazon HQ2 Advisory Group Update Meeting
When: Monday, October 2, 2017, 11:00 PM to Tuesday, October 3, 2017, 12:00 AM.
Where: Teleconference: 1-877-353-9184 / Participant ID: s.15(1)(l) (Brian to moderate) / Garibaldi Room

Status Overview and Additional Inputs

Date: Monday, October 2

Time: 4:00 pm – 4:45 pm

Conference Call Details: dial in: 1 877 353 9184 Participant ID: s.15(1)(l)

Draft Agenda:

- Meeting objectives
- Update from Deloitte
- Update from VEC
- Update from Surrey
- Update from Province of BC
- Discussion
- Next meeting

Your participation is appreciated.

Thank you.

From: "James Raymond"
To: "Shi, Wen" <Wen.Shi@vancouver.ca>
 "Aarons, David" <David.Aarons@vancouver.ca>
CC: "Eleena Marley" <Eleena.Marley@vancouver.ca>
 "Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date: 9/29/2017 9:25:08 AM
Subject: FW: Amazon HQ2 - Bid Governance

Ah- the problem of reading emails from the bottom

I don't think there is any issue now

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
 Sent: Thursday, September 28, 2017 8:31 PM
 To: James Raymond <JRaymond@vancouvereconomic.com>
 Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
 Subject: Re: Amazon HQ2 - Bid Governance

James, just for further clarity, we are under a fixed fee contract so we will absorb any cost overruns provided they are not outside of the agreed scope, which so far has not been an issue.

Cheers,

Slavi

Slavi Diamandiev
 Economics Advisory Leader, Western Canada
 Financial Advisory Services, Deloitte
 D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Sep 28, 2017, at 8:20 PM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca> wrote:

Hi James, I just ran the effort and budget numbers, sorry for the delay with this. s.17(1), s.21(1)

Given we are about 25% through the schedule, and assuming burn will not slow down, we are currently running s.17(1), s.21(1) Here are the hours by resource:

Resource
Hours
Doug Beaton
Charles Knight (pro bono)
Etienne Bruson (pro bono)
Jamie Sawchuk (pro bono)
Slavi Diamandiev
Chris Shutsa
Tom Corner
David Hilts
Fatima Reza
Farah Khan
Total

s.17(1), s.21(1)

Please let me know if you have any questions.

- Slavi

Slavi Diamandiev
 Economics Advisory Leader, Western Canada
 Financial Advisory Services
 D: 604-601-3461 | M: 778-386-0490

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From: Beaton, Douglas (CA - British Columbia)
Sent: Thursday, September 28, 2017 6:56 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon HQ2 - Bid Governance

Hi James, realize we still owe you the hours, we'll send tomorrow.

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Tuesday, September 26, 2017 11:31 AM
To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: Fw: Amazon HQ2 - Bid Governance

Pl see below

Pl ensure the project plan to be sent today covers off 1. 1a relates to the site data we need (has this been asked for from each city yet?)

Tom - please give me what I need for 4.

I'll work with Ian re the Steering Committee part, but think about what needs to be discussed tomorrow

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Marley, Eleena <Eleena.Marley@vancouver.ca>
Sent: Tuesday, September 26, 2017 11:20 AM
To: James Raymond; Ian McKay; Bryan Buggy
Cc: Jamie Warren
Subject: Amazon HQ2 - Bid Governance

Hi all,

Glad that we are all up and running on the proposal. A couple of things from COV's perspective:

1. Can you provide the timeline/ plan to make sure the bid is completed and signed-off appropriately – I understand Deloitte and James were working on this. To include:
 - a. Data required and return deadlines
 - b. Amazon HQ2 Steering Committees
 - c. Evaluation timeframes i.e. date proposal will be sent to key parties and expected return of comments
2. Steering Committees
 - a. Circulate an agenda ahead of time and be clear on what decisions / actions are required of the group
 - b. Ensure all key parties are invited (Carol, myself, James R, COV legal as required)
 - c. Follow-up note with key actions / agreements
3. NDA/MOU:
 - a. Bryan to respond to Kelly's email and confirm all key funders are in principle comfortable with an MOU/NDA drafted by COV. Will review Thursday and return by Monday
 - b. Bryan to response to Henry's email and confirm the \$ amounts by funder
4. James to ask Deloitte to report each Monday am with the totally hours and \$s incurred against the PO and forecast. Please send this to myself, ~~Wen and Henry~~ (COV finance) each Monday.

Let me know what support you need from me

Thanks

Eleena

Eleena Marley | Manager, Strategic Business Relationships

City of Vancouver | 453 W 12th Avenue

Vancouver | BC V5Y 1V4

Desk: 604.673.8223 | mobile: 604.367.5991

eleena.marley@vancouver.ca



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From: "Jamie Warren"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 9/28/2017 2:09:41 PM
Subject: FW: COV:VEC Leadershup Group September 26 - Actions
Attachments: 03 VEC-COV Leadership Group - 2017-09-26 - Action Plan.docx

Hi Bryan,

Ian would like you to look these over to discuss at the Management/ VEC staff meetings next week. Let me know if there's anything I can help with!

Thanks,
Jamie

From: Ian McKay
Sent: September-27-17 10:20 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: FW: COV:VEC Leadershup Group September 26 - Actions

Please track these actions.

Notably, I need Directors to work with me on;

- Board composition Item 1
- Amazon #1 and 4
- Regional Ec Dev #1

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

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: September-27-17 9:53 AM
To: Robertson, Gregor <Gregor.Robertson@vancouver.ca>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>; Ian McKay <IMcKay@vancouvereconomic.com>
Cc: Quinlan, Kevin <Kevin.Quinlan@vancouver.ca>; Patrice Impey <Patrice.Impey@vancouver.ca>
Subject: COV:VEC Leadershup Group September 26 - Actions

All,

See attached a revised action plan from yesterday's meeting. Key actions included below for ease:

Not Responsive to Request

AMAZON

1. **VEC** to convene a stakeholder group ahead of the draft proposal– Purpose to present the bid themes, short-listed sites
2. VEC Memo to Council released by City Manager Sept 26
3. **Eleena** to work with legal on NDAs and funding agreements
4. **VEC** to contract with each funder

Not Responsive to Request

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca

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VANCOUVER ECONOMIC COMMISSION-CITY OF VANCOUVER LEADERSHIP GROUP

ACTION PLAN

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

ATTENDEES:

VEC: Ian McKay,

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

Not Responsive to Request



Not Responsive to Request



Not Responsive to Request



Not Responsive to Request



Not Responsive to Request

12* (new)	Amazon	VEC leading and reporting to Amazon HQ2 bid Steering Committee	Amazon HQ2 RFP proposal process	IM	Sept 2017 (July'17)
	1. VEC to convene a stakeholder group ahead of the draft proposal – Purpose to present the bid themes, short-listed sites				
	2. VEC Memo to Council released by City Manager Sept 26				
	3. Eleena to work with legal on NDAs and funding agreements				
	4. VEC to contract with each funder				

Not Responsive to Request

From: ["James Raymond"](#)

To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)
["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
["Bryan Buggy" <BBuggey@vancouvereconomic.com>](#)
["Sean Elbe" <SElbe@vancouvereconomic.com>](#)

CC: ["Ingrid Valou" <IValou@vancouvereconomic.com>](#)

Date: 10/17/2017 8:33:29 AM

Subject: Fw: HQ2 Proposal - But, really, what is confidential and proprietary? Should we publish

To be discussed (next week) see below

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: James Raymond <JRaymond@vancouvereconomic.com>

Sent: Tuesday, October 17, 2017 8:31 AM

To: Oehlschlager, Kelly; Eleena Marley

Cc: Ingrid Valou; Corner, Tom (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia)

Subject: Re: HQ2 Proposal - But, really, what is confidential and proprietary?

Thks for thoughts Kelly.

Fyi toronto are publishing their proposal in full on Thursday, but none of our other Canadian peers are

ian/steering committee decision (and we will say publicly) is we want to allow amazon the time and courtesy to read our proposal, rather than the headlines in the media.

We have written it with view that it may go public eg through FOI at some point though. In that scenario, I think we just have to redact shaw's bit and we are good to go

Personally I tend to agree though. It's an incredible advert for the city/region and I'm very proud of it. I will discuss this with ian further, post delivery of the package

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Oehlschlager, Kelly

Sent: Monday, October 16, 2017 1:54 PM

To: Eleena Marley; James Raymond

Subject: HQ2 Proposal - But, really, what is confidential and proprietary?

Hi Eleena/James,

This latest draft of the proposal looks great to me.

Other than maybe a couple of small bits of info in Appendix "A" (and that is a big maybe), I do not see anything in this proposal which the contributors should or would want to have treated as "C & P".

s.13(1)



Anyway, if you agree, would be great if you plant this seed with your Steering Committee contacts.

Cheers,

Kelly

From: "James Raymond"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/12/2017 5:44:18 PM
Subject: FW: Important: Direction from Steering Committee
Attachments: Invest Surrey Amazon RFP FINAL.PDF

Ian- flagging that there is a major risk with the site selection approach as highlighted below:

s.13(1)

Just this morning we had 2 primary sites, then ALL OTHER sites were included as secondary options. Seemed like good political sense to me. I don't understand why this has changed

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

Sent: Thursday, October 12, 2017 3:53 PM

To: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>

Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>

Subject: Important: Direction from Steering Committee

Importance: High

Team, we just had the final steering committee prior to submission. Here are the takeaways:

s.13(1), s.21(1)

s.13(1), s.21(1)

s.13(1), s.21(1)

s.13(1), s.21(1)

Slavi Diamandiev
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An aerial photograph of Surrey City Centre, showing a mix of modern high-rise buildings, green spaces, and surrounding urban areas. The Fraser River is visible in the background.

Welcome to Surrey City Centre

Request for Proposals
Amazon HQ2 Sites – Information Insert
for Surrey Developers



**INVEST SURREY
& PARTNERS**



Welcome to North America's Next Metropolitan Centre

Geographically the largest City in Metro Vancouver, Surrey is also set to become the most populated city in British Columbia over the next 30 years. This translates into an exciting opportunity to enhance Surrey as a sustainable city where residents live, work, play and enjoy a high quality of life.

As one of the youngest and most culturally diverse cities in Canada, Surrey is a city in transition that is attracting approximately 1,000 new residents every month and accounts for approximately 30% of Metro Vancouver's growth. Its metropolitan identity is being characterized by its increasing millennial population, emergence as Metro Vancouver's leading commercial and transaction hub, and international recognition as a progressive smart city.

Our Economic Vision and Mission

Vision - The City of Surrey will become the regional nexus for commerce and a nationally recognized centre for innovation within the next decade.

Mission - Create a vibrant business ecosystem that catalyzes the development of jobs, investment, entrepreneurship and innovation within the City of Surrey and facilitates a metropolitan transformation.





THE SURREY CITY CENTRE ADVANTAGE:

1. A young and dynamic metropolitan centre with rapid population growth

Surrey City Centre is growing into one of North America's most dynamic metropolitan centres. This is the result of an ambitious vision backed by strategic investment into transforming what was once a bedroom community into a vibrant epicentre of economic and cultural activity. In no small part is this also due to a fundamental shift in population growth and mobility within the region with people seeking new affordable housing options more eastwardly within Metro Vancouver. According to Statistics Canada, Surrey's population growth rate is almost double that of the regions (See Figure 1).

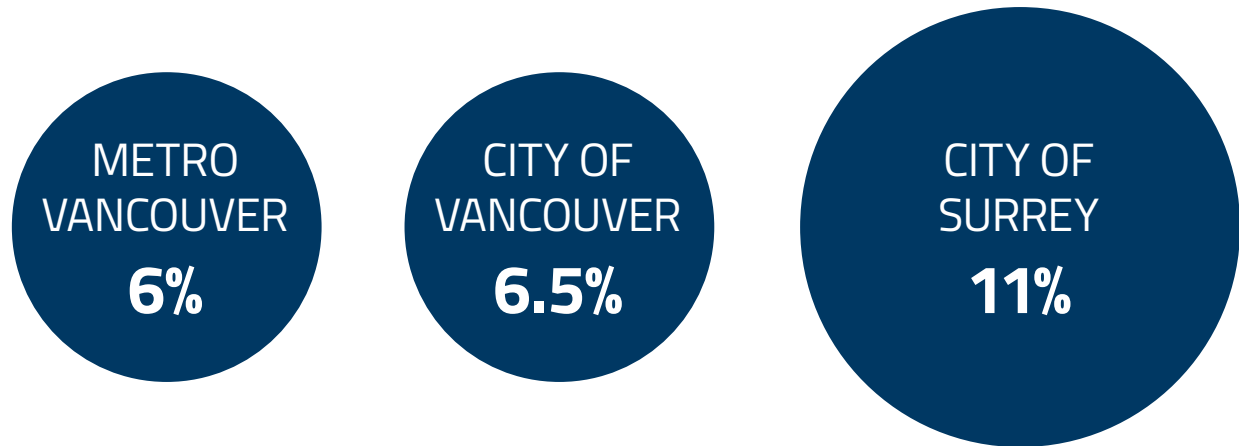


Figure 1: Population Growth between the Metro Vancouver Region and the City of Surrey, 2011 to 2016

This growth is allowing Surrey City Centre to catalyze new employment opportunities, higher density buildings, as well as investment into physical and digital infrastructure to prepare for exciting opportunities like Amazon HQ2. It is also increasingly densifying as a residential community for a diverse population, including new immigrants & established residents, young professionals, families & children, youth, and seniors. By 2031, it is anticipated that the City Centre population will rise to 65,000 residents with 36,000 workers through organic growth in the area.

A Regional Economic Hub

Surrey City Centre attracts talent from across the region with 38% of the local workforce commuting into the area each day. Firms are also strategically choosing Surrey City Centre as a beachhead to launch their business operations into growing markets, such as the Fraser Valley, as well as the United States through Washington State (See Figure 2).

Our economic vision for the City Centre area consists of four key pillars that create value for innovators, businesses, government, and residents alike.

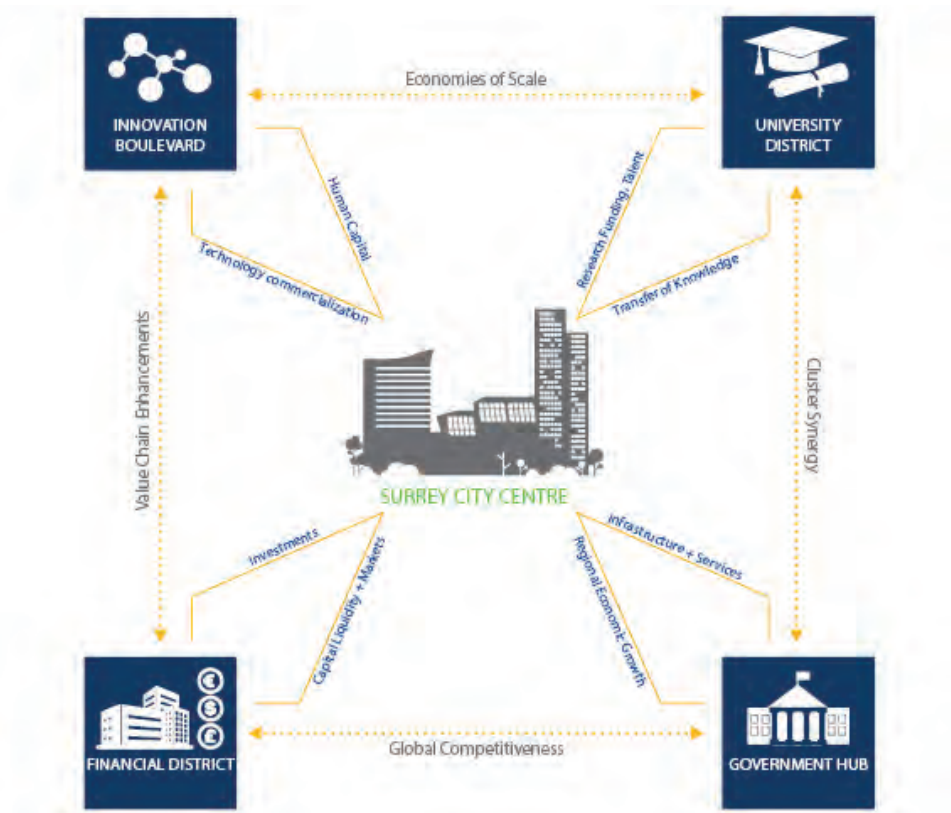


Figure 2: Four pillars that are shaping Surrey City Centre into a transaction hub

- Financial District** - The establishment of four credit union headquarters in Surrey City Centre, as well as a significant regional presence of major national financial institutions like TD Canada Trust and PwC are building the area into a financial district.
- University District** - Anchored by two major Canadian universities, Simon Fraser University and Kwantlen Polytechnic University, the area is becoming a hotbed for talent development, as well as the commercialization of technology and innovation especially in the areas of interactive arts and technology, entrepreneurship, mechatronics, and sustainable energy engineering.
- Government Hub** - The City of Surrey made a strategic move to relocate to the City Centre area a decade ago. Joined by the Fraser Health Authority, the Canada Revenue Agency, and the Insurance Corporation of BC, Surrey City Centre is a critical access point for critical government services in the region.
- Innovation Boulevard** - An agile partnership between the City of Surrey and Simon Fraser University, Innovation Boulevard and partner organizations such as Foresight Cleantech Accelerator Centre makes Surrey the home of Western Canada's only Clean Technology and Health Technology accelerators. Servicing over 100 start-ups, new ideas become reality through our comprehensive tech ecosystem.

2. A Strategic regional and international location positions Surrey City Centre as Canada's gateway to international markets

Surrey City Centre's is centrally located between BC's two largest economic regions and acts as a gateway city for Metro Vancouver into Washington State. A strong commitment by the City of Surrey, the Province of BC, and the Federal government has been made to ensure Surrey has one of the most efficient transportation networks in the country and within the region (Figure 3).

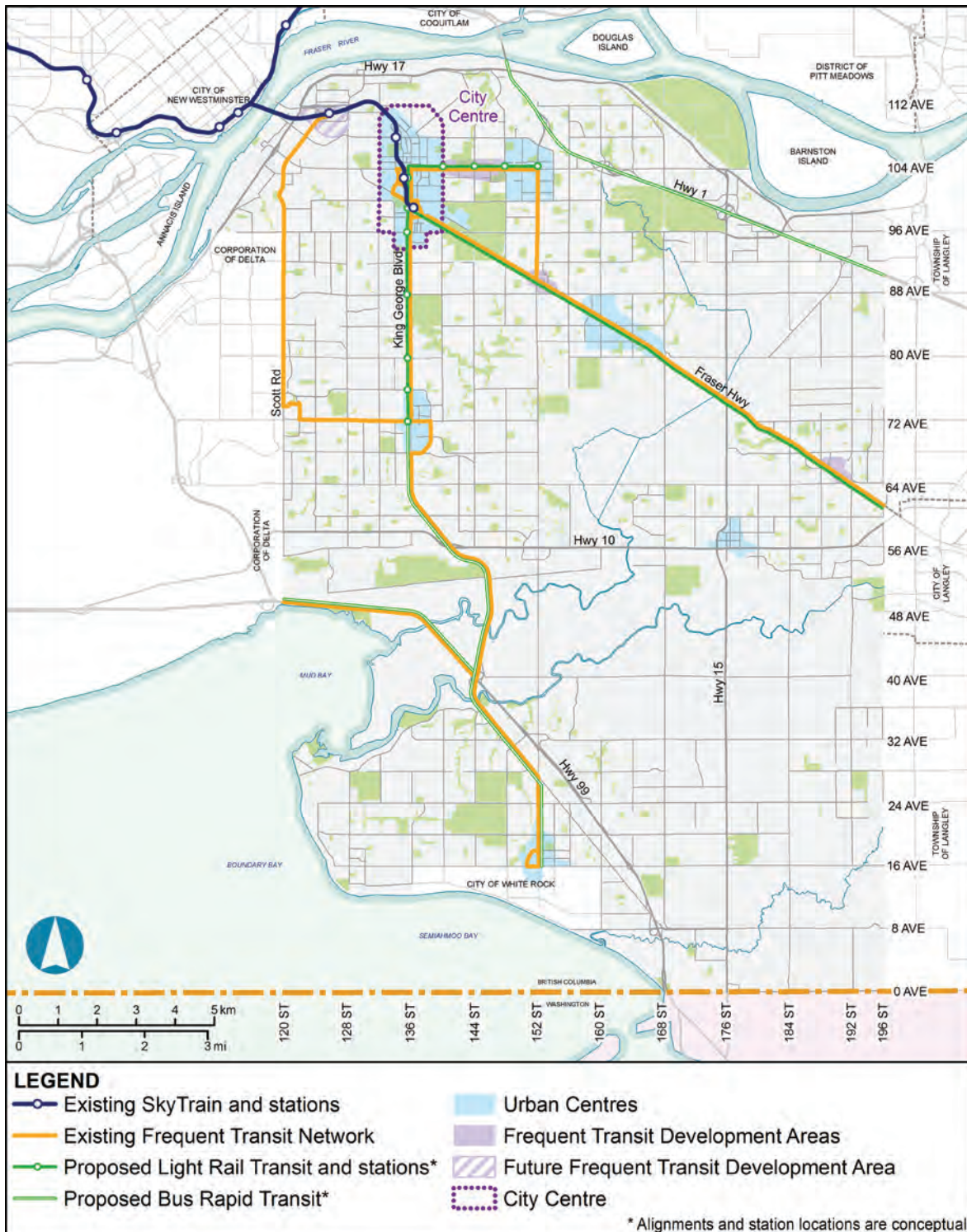


Figure 3: Transportation network around the Surrey City Centre

Internationally, Surrey City Centre's immediate proximity to two of Canada's busiest land border crossings with the United States, three major international airports and one of the largest marine terminals in North America (Fraser Surrey Docks); facilitate bilateral trade between Canada and the US, as well as to Asia-Pacific markets.

Surrey City Centre is also strategically located at the intersection of numerous major arterials that provide convenient access to key limited access

divided freeways for longer automobile trips. Multiple east-west arterials including 108 Ave, 104 Ave, and 100 Ave link City Centre to Highway 1 (4.8km or 3 miles west) which leads to Vancouver and Whistler to the west and east up the Fraser Valley. Only 2 miles (3.2km) north of City Centre along King George Boulevard is Highway 17 which provides a high speed link to Vancouver International Airport, and 14 miles (22.5km) south on King George Boulevard is the Canada/US Douglas Border Crossing (See Figure 4).

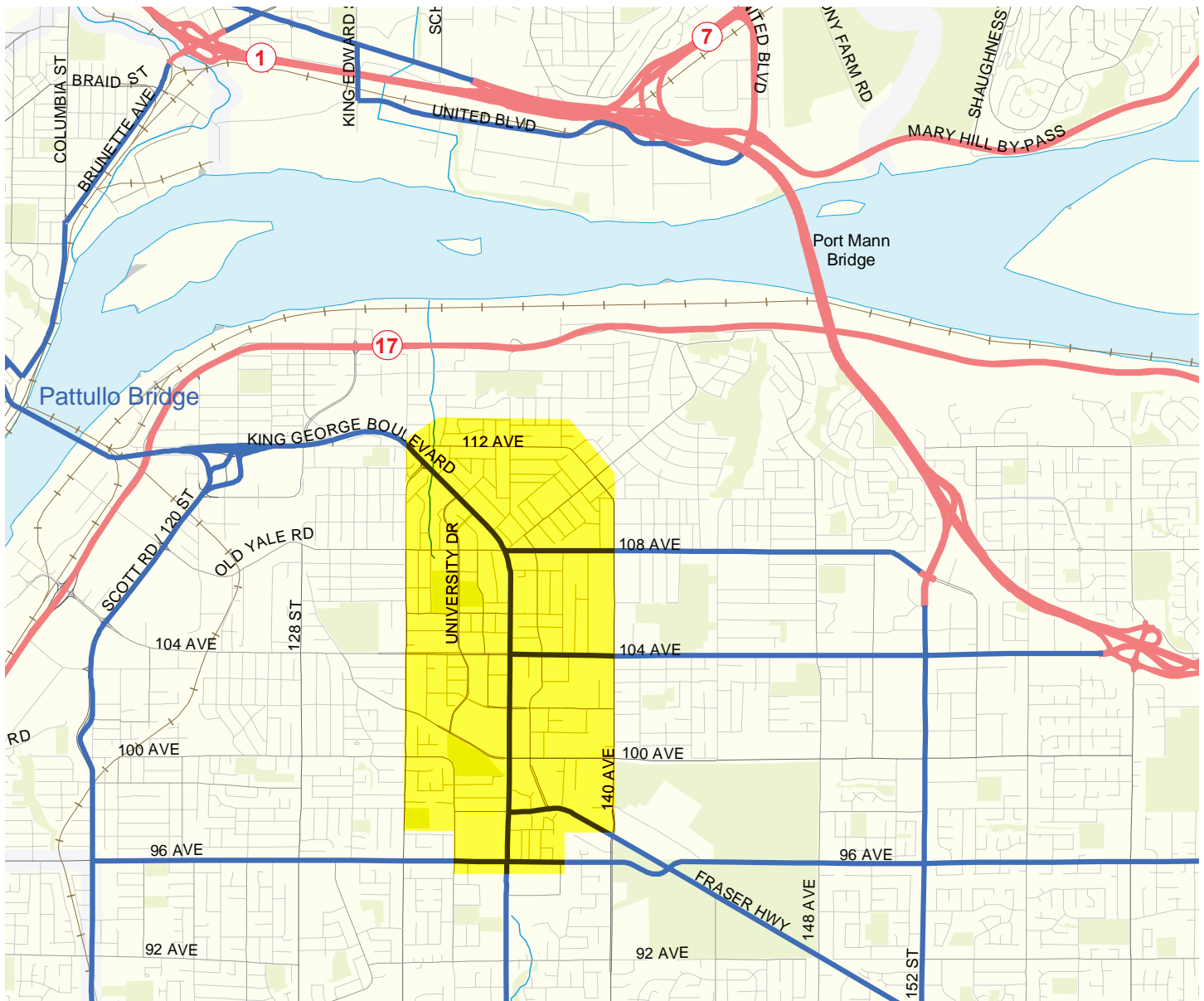


Figure 4: Immediate connections to major arterial roads and highways around the Surrey City Centre

In addition to the land-based transportation networks, Surrey City Centre is also centrally located between three international airports, Vancouver (YVR), Abbotsford (YXX), and Bellingham (BLI). Vancouver and Abbotsford airports are within a 40 minute drive while Bellingham airport is only 1 hour away.

International Airport	Distance	Drive Time	Flights
	from Surrey City Centre		
Vancouver [YVR]	34 km ≈ 21 mi	30-50 mins via BC-91	<p>Served by 55 airlines offering flights to 125 non-stop destinations including:</p> <ul style="list-style-type: none">▪ Seattle: 117 per week (summer), 86 per week (winter)▪ New York: 18 per week (summer), 11 per week (winter)▪ San Francisco: 63 per week (summer), 44 per week (winter)▪ San Jose: 21 per week (summer), 14 per week (winter)▪ Washington, DC: 1 per week (summer)
Abbotsford [YXX]	41 km ≈ 25 mi	30-50 mins via Hwy 1	<p>Served by 5 airlines connecting to 8 non-stop destinations, plus connecting flights to destinations including New York, San Francisco, San Jose, and Washington, DC</p>
Bellingham [BLI]	56 km ≈ 35 mi	45-65 mins via I-5	<p>Served by 5 airlines connecting to 6 non-stop destinations including Seattle and Oakland</p>

Figure 5: Three international airports within an hour's drive east, west, south of the Surrey City Centre

3. The City of Surrey is investing in state-of-art-infrastructure to accelerate City Centre Transformation

i. Transportation Infrastructure

South of Fraser Light Rail Transit

The South of Fraser Rapid Transit Network is a two-phased project that will see 27-km of high quality, street-level light rail transit transform Surrey City Centre into a connected, complete and liveable community. Originating at the Surrey City Centre and integrated with the Metro Vancouver SkyTrain network this Light Rail Transit (LRT) will establish Surrey City Centre as the regional transportation hub linking distant regional communities with each other (See Figure 6). When LRT is built, 195,000 more people will be within walking distance of fast and reliable transit

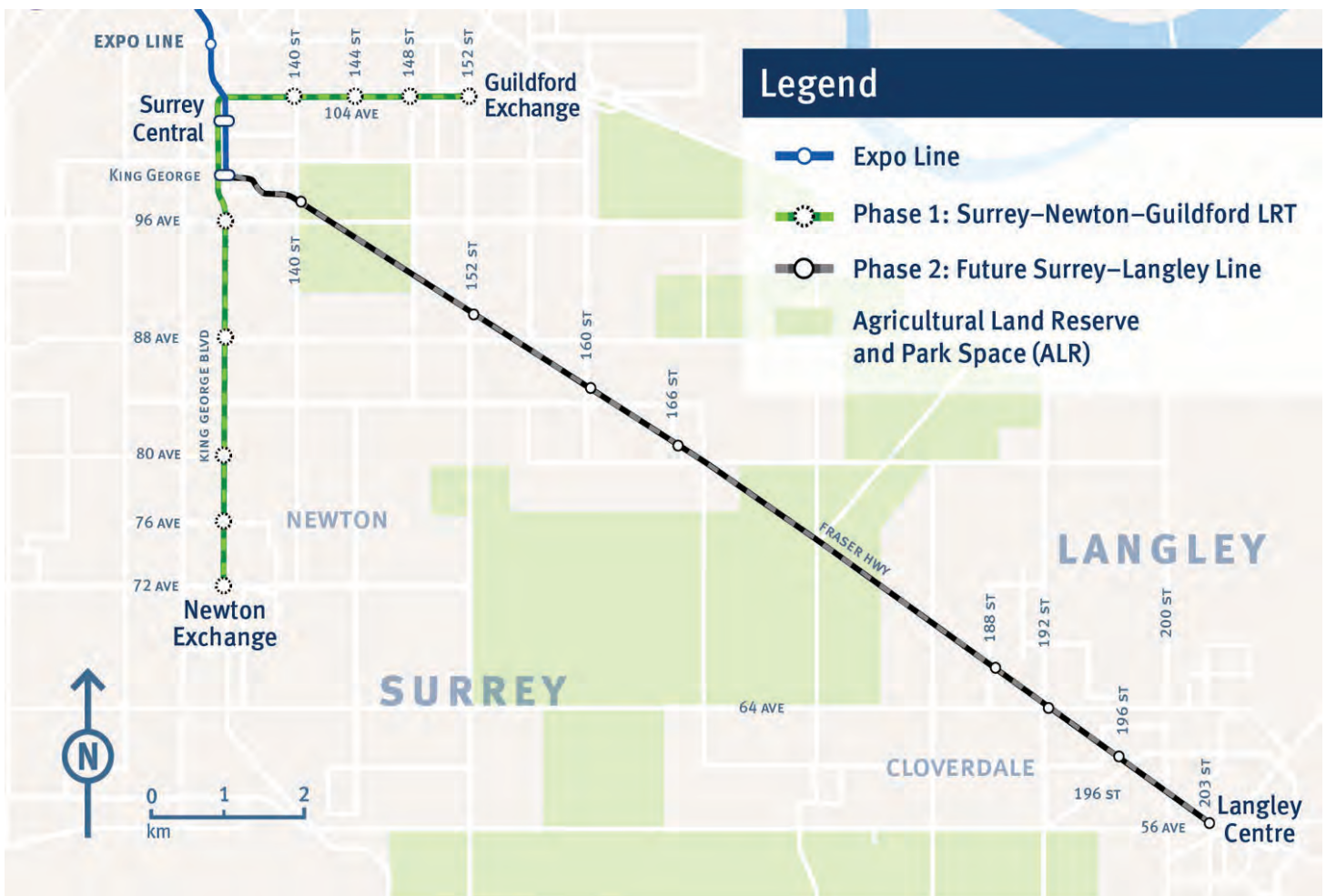


Figure 6: Proposed Route and stations for the Surrey LRT



Traffic Management Centre (TMC)

The Surrey City Centre is also home to North America's leading Traffic Management Centre (TMC) that utilizes a suite of Intelligent Transportation System applications, including over 400 traffic cameras, to actively manage the Surrey's vast road network and control congestion throughout the city.

Located in the Surrey City Hall, the TMC staff monitors vehicle and pedestrian traffic in real time and are able to:

- Proactively control signal lengths to keep traffic moving
- See where accidents happen and give priority to detour routes
- Keep traffic moving around construction to avoid congestion

Bike and Pedestrian-Friendly Streets

A new approach to the street network and street design to support an urban framework is an integral part of the Surrey City Centre Plan. This approach includes creating a finer-grained road network to improve connectivity, and multi-modal street design to accommodate many modes of mobility for all abilities and users.

A finer-grained road network will transform the Surrey City Centre into a walkable, pedestrian oriented neighbourhood. Multi-modal streets will be designed as 'complete streets' in the City Centre. They will be designed to move pedestrians, bicycles, transit, and motorists. The design will focus on improving the pedestrian experience and increasing level of transit and cycling ridership.

Various elements of the pedestrian realm have been enhanced to increase pedestrian comfort. This includes high quality concrete sidewalks. Wider sidewalk widths will be required in areas with high pedestrian volumes, and features such as public art, in-ground planting, and large tree canopies will create a pleasant walking environment.

The City Centre is an ideal place for increased cycling trips because of close proximity to amenities and key destinations. In order to encourage cycling ridership, high quality protected bike lanes will be installed as part of all future collector and arterial road standards.

ii. Sustainable Infrastructure

District Energy System at West Village District Energy Centre

Similar to Amazon's Seattle Campus, the City of Surrey has made investments into establishing a state-of-the-art District Energy (DE) System for Surrey City Centre that utilizes renewable low-carbon energy sources. To date, a temporary plant is operational to service initial customers but construction is underway for a permanent facility, the West Village Park and Energy Centre, which is scheduled for completion by the summer of 2018.

The Energy Centre will generate thermal energy from clean-burning natural gas. While the initial phase of the DE system will rely on natural gas, the City plans to integrate various sources of renewable energy over time including Renewable Natural Gas from Surrey's ReThink Waste Program, heat extracted from the ground using the City Hall geothermal system, heat generated from clean waste wood, and waste heat from buildings and our wastewater collection system (See Figure 7).

In addition to the Energy Centre, the site will include a new neighbourhood park which will provide a contemporary urban place for the community to enjoy the outdoors. The park and energy centre interface is being designed to maximize opportunities for public education and engagement related to the efficient use and conservation of energy.

All new City Centre buildings will be connected to this system, and as the utility grows, there will be opportunities to expand its reach to other neighborhoods as well.

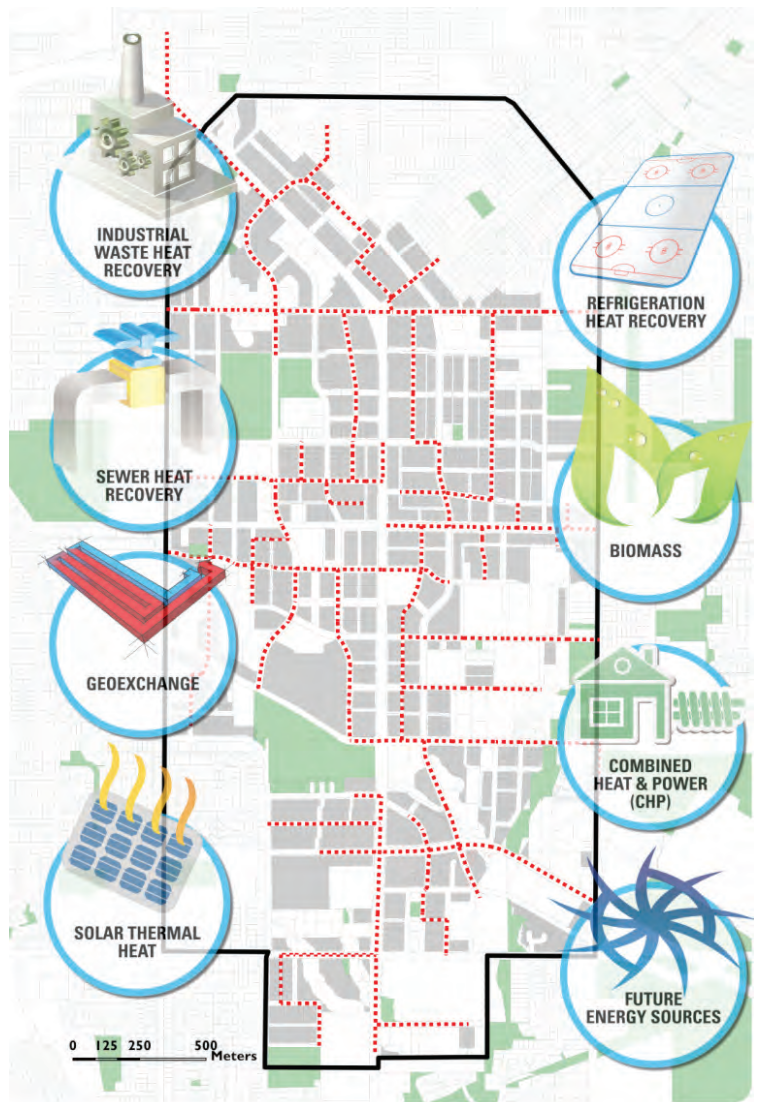


Figure 7: City Centre District Energy System at Full Build-out



Organic Biofuel facility

The City of Surrey is successfully building North America's first fully integrated, closed-looped, waste management system at the Biofuel Processing Facility. The facility will process the Surrey's organic waste into a 100% renewable natural gas (RNG). The RNG will then be used to fuel Surrey's natural gas powered waste collection vehicles, its growing fleet of natural gas powered operations service vehicles, and provide a renewable fuel source for the new District Energy System, which will heat and cool Surrey's City Centre. Taking this step will significantly reduce Surrey's corporate carbon footprint. The facility will also produce a high end compost product that will be used in agricultural and landscaping applications.

Electric Vehicle and Alternative Vehicle Infrastructure

The City of Surrey has been an early adopter of a number of alternative energy vehicle technologies including being one of the first municipalities to pilot fuel cell vehicles in its fleet. The City is currently committed to working with the private sector to deploy electric vehicle charging infrastructure across the City in strategic locations. In the City Centre area, there are currently four Level 2 charger ports, as well as one Level 3 DC Fast Charger at Surrey City Hall. By the end of 2017, an additional two dual port Level 2 chargers will be installed in the City Centre area on the curbside.



iii. Digital Connectivity Infrastructure

Broadband and Fibre Optic Capabilities

The City of Surrey's Broadband Strategy is delivered to help Surrey keep pace and stay competitive with increasing broadband (high-speed internet) demands. A key strategy component is building strategic partnerships with public and private entities such as the one established with TELUS, resulting in their \$250 million investment to connect more than 90 percent of homes and businesses directly to their fibre optic network before the end of 2018. This generational investment will dramatically improve Internet speed and capacity for residents and businesses. The gigabit-enabled TELUS PureFibre optic network is among the most advanced communications infrastructure available in the world today (See Figure 8).

Further, the City of Surrey in partnership with BCNET and CANARIE, has created a fibre optic network within Innovation Boulevard at Surrey City Centre. The network architecture has been established to provide dark fibre connectivity from the Surrey Memorial Hospital (SMH) campus to the BCNET's primary point of presence in Surrey (SURTXX), which is a point-of-presence on the BCNET advanced network. The SURTXX is connected via dark fibre to VANTX at SFU Harbour Centre, where it meets the CANARIE national network.

In addition, TELUS is installing small cell telecommunications infrastructure on City-owned street light poles and a strategic partnership with Shaw has also enabled accelerated deployment of city-wide free public WiFi. Residents and visitors can enjoy free public Wi-Fi on their smartphones, tablets, laptops, wearable technology and many other Internet-enabled devices at civic locations throughout Surrey.

iv. Parks and Public Amenity Infrastructure

Also known as the City of Parks, Surrey is home to some of the most diverse park space in the region. Additionally, as a relatively new city, a strong commitment has been made to build high quality public space with continuous active streetscapes, urban amenities, cultural activities and facilities that contribute to the vibrancy and livability of the Surrey City Centre. Acknowledging the future population and density of the urban core, the Surrey City Centre plan envisions that the formal network of public parks and civic spaces will be supplemented with a variety of corner plazas and publically accessible open spaces, to be provided on private property through development, especially in the City Centre area.

The parks and open space concept plan for City Centre provides public open space within walking distance of all residents. This system of parks and open spaces will be connected through an integrated network of greenways, cycle tracks and pathways that provide residents with a range of active transportation options throughout City Centre, and within the region. Already home to multiple cultural activities and recreation amenities such as Holland Park, Fusion Festival, Surrey Arts Centre Civic Plaza and Green Timbers, an additional \$306 Million worth of investments have been committed to at the Surrey City Centre (See Figure 9). Additionally live music promoters have hosted music festivals that have brought some of the worlds most prominent DJs to perform in our City.

Parks and Public Amenity Investments	Investment	Time frame
Parks (10 new parks)	\$ 40 Million	2027 (Phased)
North Surrey Sport & Ice Complex	\$ 52 Million	2019
Interactive Arts Museum	\$ 50 Million	2022 – 2024
Chuck Bailey Recreation Centre - Expansion	\$ 15 Million	2024 - 2026
City Centre YMCA	\$ 20-50 Million (TBD)	2022 - 2023
Iconic Public Art	\$ 3-6 Million (TBD)	2022 - 2024
Performing Arts Centre	\$ 120 Million	2028+
Surrey Nature Centre	\$ 6 Million	2018 – 2026

Figure 9: Upcoming Parks and Public Amenity infrastructure at Surrey City Centre





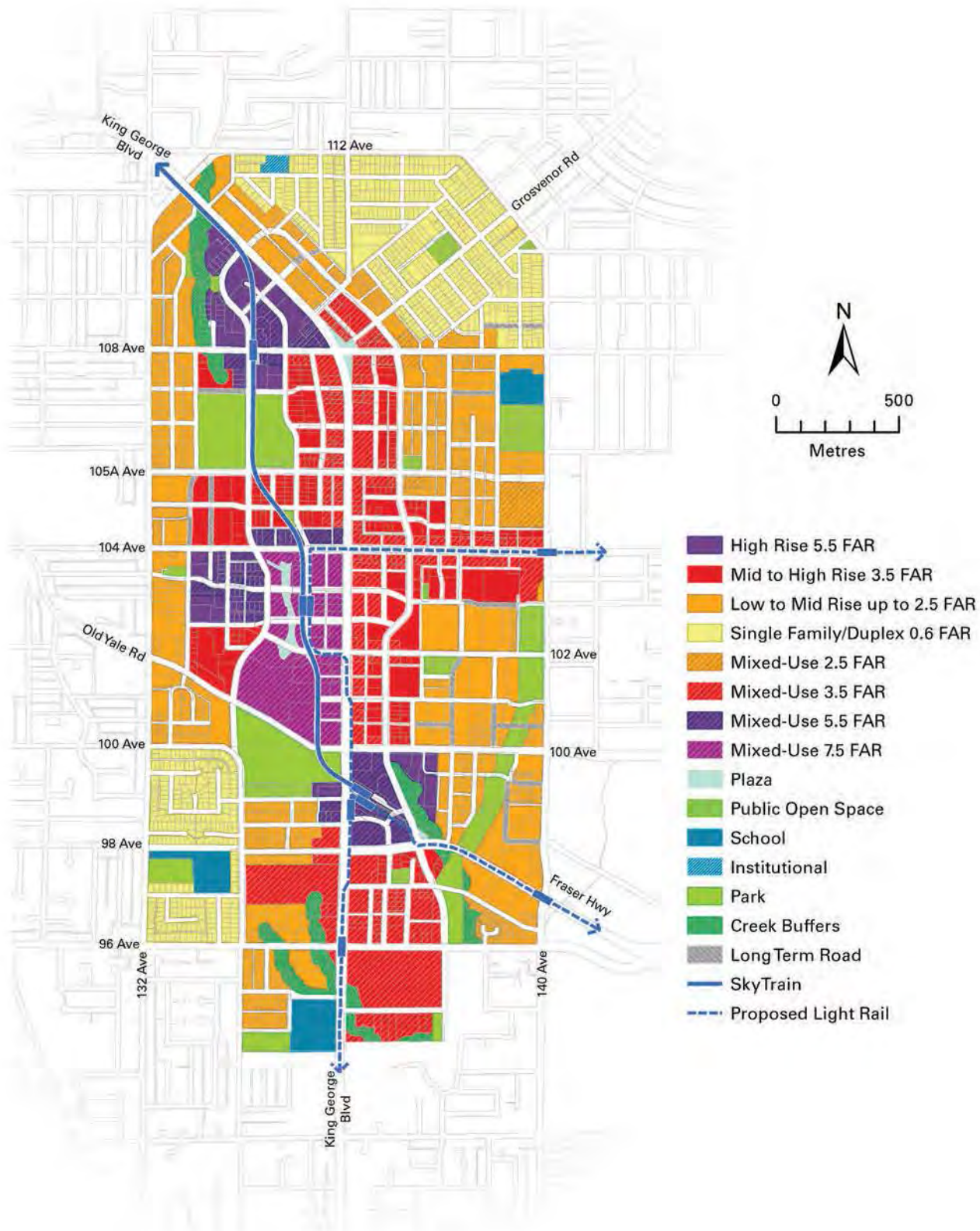
4. Progressive City Centre land-use policies allowing for a vibrant community

The Surrey City Centre is an ideal location for Amazon's HQ2 sites because it is one of the few sites in Metro Vancouver that has significant land inventory that can seamlessly accommodate both the proposed demand and future expansion of the Amazon campus (See Figure 10)

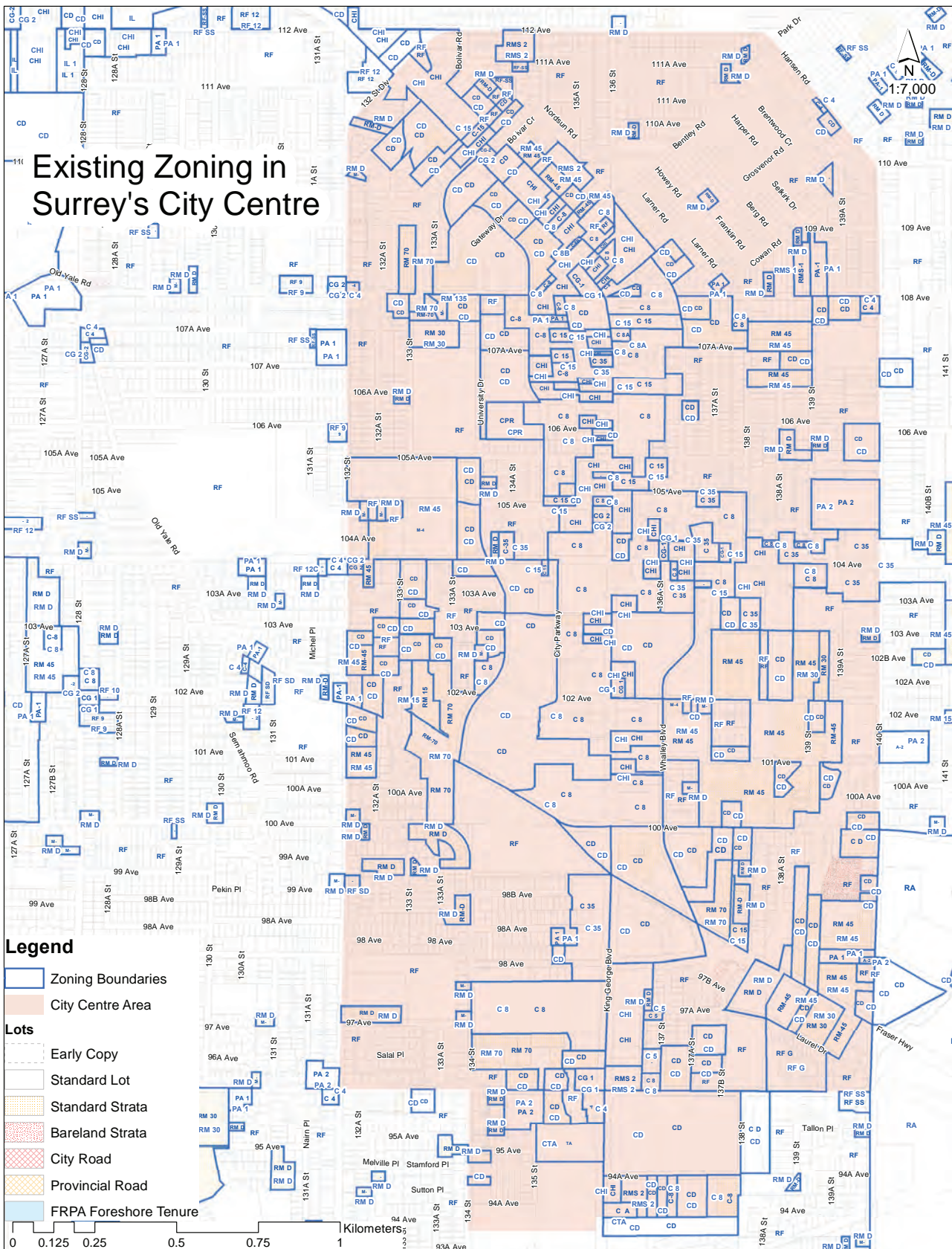
City Centre Commercial (Acres)							
Area	Inventory Description	Developed	Underdeveloped	Undeveloped/ Vacant	Sub Total	Undevelopable	Grand Total
Surrey City Centre	Commercial and Town Centre-Designated Land Currently or Partially Occupied with Commercial	72	108	0	180	0	180
	Commercial and Town Centre-Designated Land Currently or Partially Occupied with Non-Commercial	56	50	0	106	0	106
	With Infrastructure or Utility Corridors, Steep Slops or Park and Open Spaces	0	0	0	0	28	28
	Vacant Commercial and Town Centre-Designated Land	0	0	64	64	0	64
Surrey City Centre Total		128	158	64	350	28	378

Figure 10: City Centre Commercial land Inventory
City of Vancouver - FOI File 2017-491

Surrey City Centre Maximum OCP Allowable Densities- Current



City Centre Zoning Map



Moving Forward Together

Emerging as one of North America's most dynamic metropolitan centres, Surrey City Centre offers a compelling and attractive opportunity for the Amazon HQ2. Its vibrant business ecosystem is successfully catalyzing the development of jobs, investment, entrepreneurship and innovation in the region, resulting in attraction of major Canadian and international firms to Metro Vancouver.

Surrey City Centre is also strategically balancing its growth as a regional employment hub with significant investments in development of a high quality public realm with diverse urban and cultural amenities. These investments contribute to the vibrancy of the community for both residents and visitors.

It is our pleasure to be supporting the local development community and the Metro Vancouver region in bringing the Amazon HQ2 to the region, which will further accelerate Surrey's metropolitan growth and transformation.



**INVEST SURREY
& PARTNERS**

Please contact us if you have any questions or comments regarding this overview.

Stephen Wu Manager Economic Development
Office **604-591-4333**
Email **swu@surrey.ca**

Khushboo Wanchoo Economic Investment Strategist
Office **604-591-4388**
Email **khushboo.wanchoo@surrey.ca**

From:	<Eleena.Marley@vancouver.ca>
To:	tcorner@deloitte.ca
	<BBUGGEY@vancouvereconomic.com>
CC:	<JRAYMOND@vancouvereconomic.com>
	<IMcKay@vancouvereconomic.com>
Date:	10/4/2017 11:04:32 AM
Subject:	FW: Legal Issues Added to Summary Actions from Amazon HQ2 Steering Committee - Sept 27

Tom and Bryan,

See below for some comments from our legal team to support my earlier email on due process and confidentiality.

Happy to discuss next steps and look forward to your thoughts and intentions
Eleena

s.14





From: "James Raymond"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
Date: 10/2/2017 3:52:49 PM
Subject: FW: Meeting with Fazil

From: Ian McKay
Sent: Monday, October 2, 2017 3:15 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: Re: Meeting with Fazil

Doug
Had a great meeting with Fazil. Raised all the points. He will have a menu of approved options at 9pm tonight. We'll probably get a look at it tomorrow.
There will be some good updates, but it won't be an exhaustive list yet. He gets it. I'm optimistic. He referenced good work he had done with Slavi and is happy with the process we have put together. More later.

From: Ian McKay
Sent: Monday, October 2, 2017 9:40:32 AM
To: Beaton, Douglas (CA - British Columbia)
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia)
Subject: Re: Meeting with Fazil

Doug,
This is great content - much appreciated.

From: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Sent: Monday, October 2, 2017 9:35:16 AM
To: Ian McKay
Cc: James Raymond; Diamandiev, Slavi (CA - British Columbia)
Subject: Meeting with Fazil

Ian, below is the latest note to the Province on potential Amazon initiatives. Let us know if you want to discuss, there's lots of additional context from the last week of dialogue. s.17(1), s.21(1)


Doug

High Priority (need a commitment prior to submission)


s.13(1), s.21(1)

s.13(1), s.21(1)

s.13(1), s.21(1)



s.13(1), s.21(1)



s.13(1), s.21(1)



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From: "Sean Elbe"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Aisling Geaney" <ageaney@vancouvereconomic.com>
Date: 10/3/2017 12:16:24 PM
Subject: FW: Quick touch base

FYI

From: Aisling Geaney
Sent: September-21-17 4:39 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: RE: Quick touch base

Hi Sean and Bryan,

Just checking on what the process is here – are we paying the Deloitte bill at the end of this process or are the City? When I was speaking with Ian earlier, it seemed the City would pay and we just direct sponsors their way. If that were the case, the agreement would need to be between the City and the s.17(1) as they have no legal obligation to us.

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Sean Elbe
Sent: Thursday, September 21, 2017 3:53 PM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>; Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: FW: Quick touch base

s.17(1)

Sean

From: Sean Elbe
Sent: September-21-17 3:51 PM
To: 'Bethany Edmunds' <Bethany.Edmunds@bcit.ca>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>; Ian McKay (<IMcKay@vancouvereconomic.com> <IMcKay@vancouvereconomic.com>
Subject: RE: Quick touch base

Hi Bethany,

Many thanks for your support. Adding Aisling, who will be in touch for when we're ready to share an agreement.

Sean

SEAN ELBE

Sector Development Manager, Technology

P: 604 336 8027 | C: 604 603 6093

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From: Bethany Edmunds [mailto:Bethany_Edmunds@bcit.ca]

Sent: September-21-17 3:49 PM

To: Sean Elbe <SElbe@vancouvereconomic.com>

Subject: RE: Quick touch base

Sean,

Nice to talk to you today. BCIT would be happy to be an academic sponsor of the bid for Amazon HQ2. Please let me know what you need from me in terms of next steps.

Have a nice day.

Bethany Edmunds, PhD

Associate Dean, Computing

British Columbia Institute of Technology

T: 604.432.8373 | C: 778.928.0104

bcit.ca/computing



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

Sent: Thursday, September 21, 2017 9:39 AM

To: Bethany Edmunds <Bethany_Edmunds@bcit.ca>

Subject: RE: Quick touch base

A call when you're read. I'm at 604.603.6093

From: Bethany Edmunds [mailto:Bethany_Edmunds@bcit.ca]
Sent: September-21-17 9:39 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Re: Quick touch base

\u8203 ?Sure. Are you thinking a phone call or meeting?

Bethany Edmunds, Ph.D.
Associate Dean, BCIT Computing
British Columbia Institute of Technology
T: 778.928.0104 | W: bcit.ca/computing

From: Sean Elbe <SElbe@vancouvereconomic.com>
Sent: Thursday, September 21, 2017 9:27 AM
To: Bethany Edmunds
Subject: Quick touch base

Hi Bethany,

Do you have a moment to connect on the Amazon bid?

Thanks!
Sean

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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From: "Sean Elbe"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
Date: 10/13/2017 3:13:24 PM
Subject: FW: Quote for Vancouver Amazon HQ2 Bid

FYI

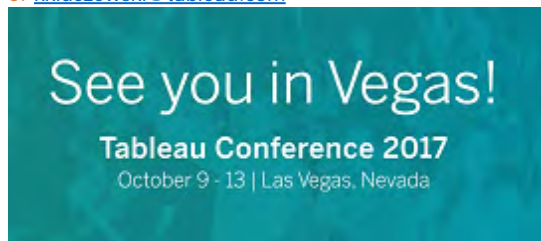
From: Karolina Kluczewski [mailto:kkluczewski@tableau.com]
Sent: October-02-17 3:47 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>; Jesse Calderon <jcalderon@tableau.com>
Subject: RE: Quote for Vancouver Amazon HQ2 Bid

Hey Sean,

Thanks again for arranging the visit with the Mayor, our team was super excited to show him around. Our Executive VP, Dan Miller, was able to find a few minutes to stop by and say hello as well. Glad Mayor Robertson liked our new digs J

Thanks for always thinking of us for such great opportunities!

Karolina Kluczewski
International Operations Manager - Canada | Tableau Software
t: 1-236-521-1114 c: 1-905-767-4690
e: kkluczewski@tableau.com



From: Sean Elbe [mailto:SElbe@vancouvereconomic.com]
Sent: Monday, October 2, 2017 3:20 PM
To: Jesse Calderon <jcalderon@tableau.com>
Cc: Karolina Kluczewski <kkluczewski@tableau.com>
Subject: RE: Quote for Vancouver Amazon HQ2 Bid

Thanks so much. Tom to bcc:

Karolina,

Did your team enjoy meeting the Mayor? Sounds like he was impressed.

Sean

From: Jesse Calderon [mailto:jcalderon@tableau.com]
Sent: October-02-17 3:17 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>; tcorner@deloitte.ca
Cc: Karolina Kluczewski <kkluczewski@tableau.com>
Subject: Re: Quote for Vancouver Amazon HQ2 Bid

Sean, glad that will work. Yes, you can attribute to me.

Cheers,
Jesse

From: Sean Elbe <SElbe@vancouvereconomic.com>
Date: Monday, October 2, 2017 at 3:16 PM
To: Jesse Calderon <jcalderon@tableau.com>, "tcorner@deloitte.ca" <tcorner@deloitte.ca>
Cc: Karolina Kluczewski <kkluczewski@tableau.com>
Subject: Re: Quote for Vancouver Amazon HQ2 Bid

Yes, this should work. Adding Tom from Deloitte.

Shall we attribute to you?

Sent from my iPhone

On Oct 2, 2017, at 3:05 PM, Jesse Calderon <jcalderon@tableau.com> wrote:

Sean,

I worked with my PR team and have a short quote for you. Can you please let me know if this will work for you?

Regards,
Jesse

"Vancouver has a thriving ecosystem of startups as well as larger companies with smaller presence. More tech companies committed to this thriving region is good for the entire ecosystem, as there is an abundance of talent, infrastructure and resources in the Vancouver area."

From: Sean Elbe <SElbe@vancouvereconomic.com>
Date: Wednesday, September 27, 2017 at 10:25 AM
To: Jesse Calderon <jcalderon@tableau.com>, Karolina Kluczewski <kkluczewski@tableau.com>
Subject: RE: Quote for Vancouver Amazon HQ2 Bid

Thanks so much Jesse.

From: Jesse Calderon [<mailto:jcalderon@tableau.com>]
Sent: September-27-17 10:20 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>; Karolina Kluczewski <kkluczewski@tableau.com>
Subject: Re: Quote for Vancouver Amazon HQ2 Bid

Sean,

Happy to provide a quote for you. I am checking with my PR team and will get back to you in next day or 2 on content as well as your request for C-level commenter.

Cheers,
Jesse

From: Sean Elbe <SElbe@vancouvereconomic.com>

Date: Tuesday, September 26, 2017 at 2:56 PM

To: Jesse Calderon <jcalderon@tableau.com>, Karolina Kluczewski <kkluczewski@tableau.com>

Subject: Quote for Vancouver Amazon HQ2 Bid

Good afternoon Jesse, Karolina,

I'm hoping to either schedule a 10 min call to verbally take down a one to two sentence quote for the Vancouver Amazon HQ2 bid OR to have you provide one in writing in your own voice.

I've been asked for C-level or CEO. Do you think that is even possible? If not, Jesse, would would welcome a quote from you.

The two areas where we feel you could add the strongest contribution are highlighted below.

1. Logistics/ease of commuting and operating in Vancouver
 - a. For companies with west coast head offices, the convenience of operating in the same time zone
 - b. Number of efficient, traffic-free transportation options (e.g. biking, SkyTrain, Seabus, big and small ferries, float planes, Helijet, etc.)
 - c. Travel time (within city and to other key regions)
 - d. Ease of getting to YVR
1. Capital and Operating Costs, Incentives and Ease of Doing Business
 - a. Economic viability relative to other cities (if we can say that we have competitive wages, taxes, etc.)
 - b. Stability of business, economic and political climate
 - c. Government support

Let me know what you'd prefer.

Thanks,

Sean

SEAN ELBE

Sector Development Manager, Technology

P: 604 336 8027 | C: 604 603 6093

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From: s.22(1)
Sent: September-07-17 4:36 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Amazon HQ in Vancouver?

Have you seen this?

Given Amazon's presence here, you guys should get them to build their next HQ here too.

<https://www.amazon.com/gp/browse.html/?node=17044620011>

s.22(1)

From: "James Raymond"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/5/2017 2:40:04 PM
Subject: FW: Steering Committee Material
Attachments: 2017.03.10 Steering Committee Agenda.docx
Project Schedule.pptx
Site Summary - V4.pptx
Amazon_HQ2_RFP Response_Storyboard_v2.6_Condensed.docx
Amazon_HQ2_RFP Response Graphic Examples v0.1.pdf

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

Sent: Thursday, October 5, 2017 1:06 PM

To: Ian McKay <IMcKay@vancouvereconomic.com>; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley <Eleena.Marley@vancouver.ca>; carol.mason@metrovanvancouver.org; Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Annie Gorra <annie.gorra@vancouver.ca>; Jong, Teresa <Teresa.Jong@vancouver.ca>; ljdonoehoe@surrey.ca; Wu, Stephen <SWu@surrey.ca>; Chambers, Courtney <Courtney.Chambers@surrey.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Jones, Donna <DLJones@surrey.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Bruson, Etienne (CA - British Columbia) <ebruson@deloitte.ca>; Knight, Charles (CA - Toronto) <chknight@deloitte.ca>; Neal Carley <Neal.Carley@metrovanvancouver.org>; Heather Schoemaker <Heather.Schoemaker@metrovanvancouver.org>; Ann Rowan <Ann.Rowan@metrovanvancouver.org>; Tess Kitchen <Tess.Kitchen@metrovanvancouver.org>; Robertson, Chris <chris.robertson@vancouver.ca>
Subject: Steering Committee Material

Hi All – for those of you on the conference line, please find attached the materials for the steering meeting today.

Kindly,

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | [deloitte.ca](#)

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

From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]

Sent: Wednesday, September 27, 2017 1:15 PM

To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovanvancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; Jong, Teresa; ljdonoehoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen; Robertson, Chris
Subject: HQ2 Steering Committee
When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

Conference call details:

Toll Free **s.15(1)(l)**

From Vancouver 604-829-4222

Meeting ID: **s.15(1)(l)**

Password: **s.15(1)(l)**

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**Amazon HQ2 Steering Committee
October 5, 2017, 1 pm – 3 pm
City Hall, 6th Floor, City Manager's Boardroom
453 West 12th Avenue**

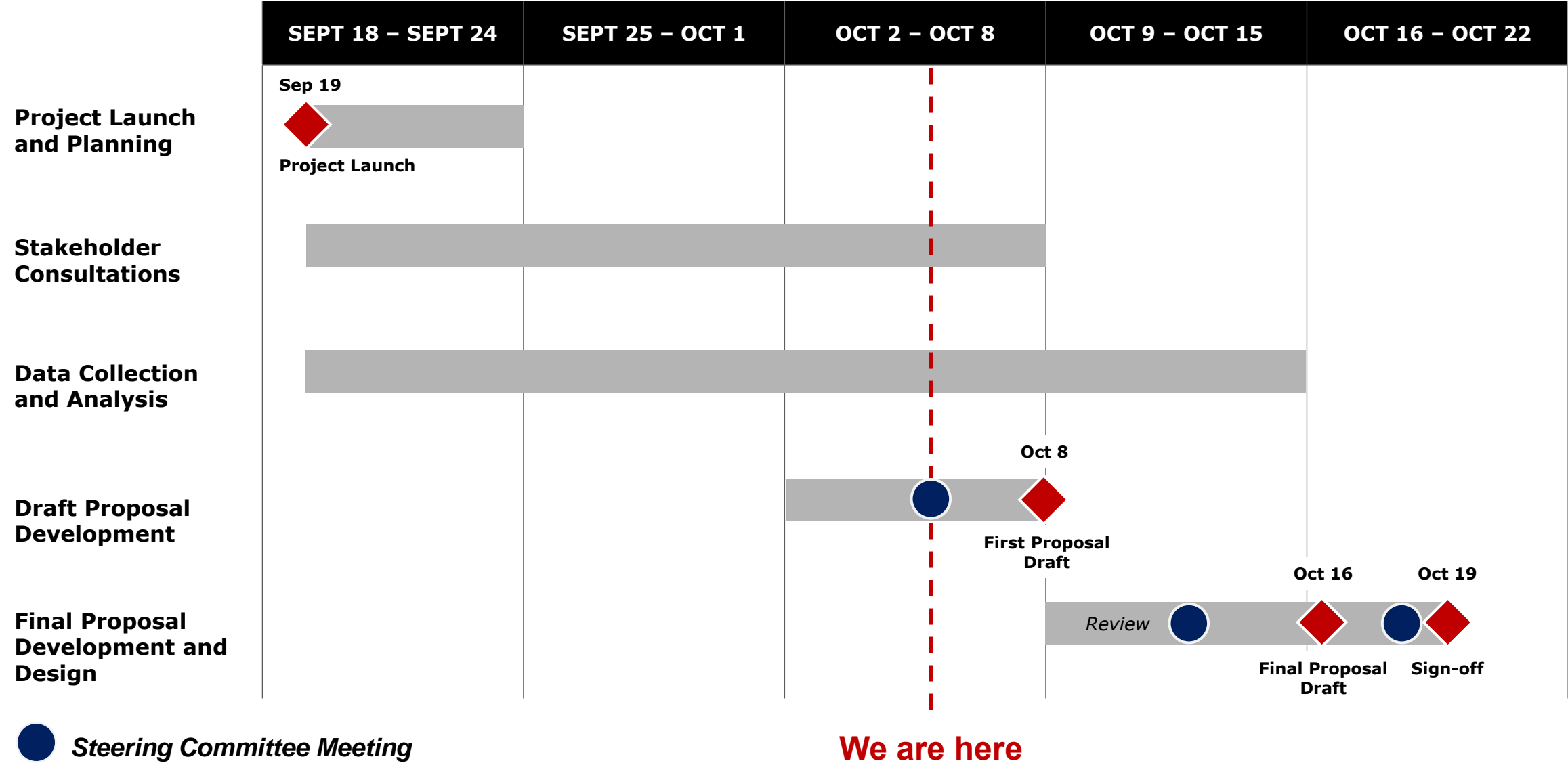
AGENDA

Chair: Sadhu Johnston

Facilitator: Deloitte

1. Project Update (10 mins) – Slavi, Deloitte
2. Discussion of Site Options (50 mins) – Dave, Deloitte
3. Storyline and Key Messaging (30 mins) – Chris, Deloitte
4. Government Incentives and Stakeholder Commitments (25 mins) – Brian/ David, JTT
5. Timeline to Completion (5 mins) – Slavi, Deloitte

Project Schedule



Criteria	City of Vancouver	City of Richmond	City of Burnaby	City of Surrey	City of New Westminster
No. of options in submission	5	3	2	2	1
Contiguous	Yes	No	No	Potentially	No
Acceptable proximity (pedestrian friendly)	●	●	●	●	●
Within 30 miles of population center	●	●	●	●	●
Within 45 minutes to YVR	●	●	●	●	●
Within 2 miles of major highway	●	●	●	●	●
Access to mass transit (bus, train, rapid)	●	●	●	●	●
Phase 1 capacity (500k - 1,000k sf)	●	●	●	●	●
Phase 1 readiness by 2019	●	●	●	●	●
Total capacity (8M sf)	●	●	●	●	●
Phases 2 and 3 readiness by 2027	●	●	●	●	●
Servicing availability	●	●	●	●	●
Development constraints	Multiple clusters	Assembly, Bldg heights, requires regional support for Phase 1	Limited detailed site specific information	Capable of supporting full SF needs by 2027	Only with capacity of just 1.5M sf
Overall Rating	●	●	●	●	●

























From: "Bryan Buggy"
To: "Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
Date: 9/26/2017 12:52:03 PM
Subject: FW: what was sent to other stakeholders- Amazon HQ2

Fyi..as discussed

From: Tania Parisella
Sent: Tuesday, September 26, 2017 10:04 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: what was sent to other stakeholders- Amazon HQ2

Dear All,

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

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 start up 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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Vancouver, BC V6B 5A1
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INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Ian McKay
Sent: September-25-17 3:46 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: Amazon HQ2 Project

Ingrid, see below the proposed text to send to the attendees to the launch meeting. Please review and edit as necessary.
Jamie –please create the distribution list for those who attended, but taking out the 4 guys from KPMG..

s.13(1)



Best regards,

Ian McKay
CEO

P: 604 336 8011 | C: 604 889 2811

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Vancouver, BC V6B 5A1
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From: "Bryan Buggy"

To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>

Date: 9/27/2017 4:35:09 PM

Subject: Fwd: Amazon HQ2 Opportunity

This note makes it look like the Province is running things.

Get [Outlook for iOS](#)

From: Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>

Sent: Wednesday, September 27, 2017 7:29:14 PM

To: 'dina.matterson@bchydro.com'; 'rick.truong@bchydro.com'; 'bethany_edmunds@bcit.ca'; 'nlilova@richmond.ca'; 'Doug.kinsey@ic.gc.ca'; 'lauren@technologycouncil.ca'; 'julia.rasotto@canada.ca'; 'kiersten.enemark@sjrb.ca'; XT:Curry , Joanne E AVED:IN; 'michael@thetruenorth.me'; 'steve.vanagas@translink.ca'; 'po-on.yeung@ubc.ca'; 'rmackaydunn@udi.org'; 'raymond_segat@yvr.ca'; 'geoff_eccott@yvr.ca'

Cc: Jamie Warren; Bryan Buggy; 'swu@surrey.ca'; 'tcorner@deloitte.ca'; Collier, David MIT:EX; Yang-Mason, Gloria MIT:EX; Ian McKay
Subject: Amazon HQ2 Opportunity

Following on Ian McKay's message from earlier this week, and together with the team pulling the Metro Vancouver Amazon HQ2 bid together, we would like to create an advisory group of interested stakeholders, beginning with those who attended the kick-off meeting on September 14. Given the short timelines of this bid, many of you are already connecting with Deloitte to provide your information and insight, however we would like to ensure you remain up to date on progress and solicit your continued input as the team works to put together the best possible bid.

To those ends, we invite you to attend a call on Monday, October 2 where the team can provide you with a status overview of the project, and obtain additional input from this group. Your participation is important and will assist in advancing shared interests as we progress this opportunity forward.

Date: Monday, October 2

Time: 4:00 pm – 4:45 pm

Conference Call Details: dial in: 1 877 353 9184 Participant ID: **s.15(1)(l)**

Draft Agenda:

- Meeting objectives
- Update from Deloitte
- Update from VEC
- Update from Surrey
- Update from Province of BC
- Discussion
- Next meeting

Thanks for your consideration. Please let me know if you will be able to join us and we will send you an outlook invitation.

Regards,

Brian Krieger
Assistant Deputy Minister
International Business Development Division
BC Ministry of Jobs, Trade & Technology
604 660 0220

From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/10/2017 4:41:48 PM
Subject: Fwd: Amazon sites - pl clarify deadlines
Attachments: ATT00001.htm
ATT00002.htm
RFP Amazon HQ2 Sites Sep 26 2017.pdf
ATT00003.htm

Sent from my iPhone

Begin forwarded message:

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Date: October 2, 2017 at 11:20:02 AM PDT
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Cc: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
Subject: **FW: Amazon sites - pl clarify deadlines**

The Sept. 26 version of the site RFP. Doug, you saw this last week, but Slavi asked me to make sure we all had it.

Thanks,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca

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Please consider the environment before printing.

From: Corner, Tom (CA - British Columbia)

Sent: Thursday, September 28, 2017 12:23 PM

To: 'James Raymond' <JRaymond@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>

Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>

Subject: RE: Amazon sites - pl clarify deadlines

Hi,

Per the attached RFP, the deadline for Part B information in the attached RFP is indeed this Friday, by end of day. Part C information is not needed until Wednesday, October 4 (also end of day).

For any technical questions or follow ups, please reply to Dave Hilts, cc'd, and myself.

Best,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

tcorner@deloitte.ca | deloitte.ca

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Please consider the environment before printing.

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 7:52 PM
To: Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Amazon sites - pl clarify deadlines

Sorry I don't think I was copied on the email that went out to cities looking for sites. Tom can you clarify the deadline- see below.

Eleena, please suggest to Chris that he only submit the best sites i.e. 3-5. In my opinion that is:

s.13(1), s.17(1)



JAMES RAYMOND

Manager, Research & Analysis

Vancouver Economic Commission

P: 604 336 8021 | **C:** 778 788 7721

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: September 27, 2017 6:58 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Re: Amazon

Hi, can you advise please?

Sent from my iPhone

On Sep 27, 2017, at 6:45 PM, Robertson, Chris <chris.robertson@vancouver.ca> wrote:

Hi Eleena,

Good to know that Deloitte is managing the matching of Amazon criteria with sites proposed. We have a list of locations and specific sites that I'm sharing with the PDS Management Team tomorrow and then with Gil. Once we've confirmed the list, what is the process for transmit to Deloitte? I see that the deadline is this Friday, is this for COV info to Deloitte? Is it end of day?

Chris

From: Marley, Eleena
Sent: Wednesday, September 27, 2017 3:40 PM
To: Robertson, Chris
Cc: Pecarski, Randy
Subject: RE: Amazon

Thanks Chris, I can't begin to imagine the scramble your team us under – much luck heading your way...

The intention is to put forward a number of strong sites that largely meet Amazon's requirements. Deloitte's team will undertake a selection process against the Amazon criteria and then short-list a number of site options across the Vancouver Region. The bid Steering Committee (consisting of a couple of GMs and ADM) will review and may further shortlist what is to be included in the final bid. Note Surrey, Port Coquitlam and Burnaby are also pulling together response which include a combination of Municipal and private development sites.

I understand that COV will focus on non-COV owned sites.

Hope that helps – I'm available to discuss

E

From: Robertson, Chris
Sent: Wednesday, September 27, 2017 2:03 PM
To: Marley, Eleena; Pecarski, Randy
Subject: RE: Amazon

Hi Eleena,

We have started this work and are hoping to have a draft Matrix to share with the Planning AD's tomorrow. We are certainly scrambling a bit. Question for you. Is the expectation that we put forward 1 distinct proposal or a shortlist?

Chris

From: Marley, Eleena
Sent: Wednesday, September 27, 2017 1:31 PM
To: Pecarski, Randy
Cc: Robertson, Chris
Subject: RE: Amazon

Great, thanks Randy and Chris.

From: Pecarski, Randy
Sent: Wednesday, September 27, 2017 1:21 PM
To: Marley, Eleena
Cc: Robertson, Chris
Subject: Amazon

Gil is reaching out to developers to get expressions of interest and we're doing some mapping of potential sites in PDS.

Chris Robertson is working with Gil on the sites.

Randy

Randy Pecarski RPP MCIP
Deputy Director I Planning, Urban Design & Sustainability Department
City of Vancouver I 604.873.7810 I randy.pecarski@vancouver.ca

Request for Proposals for Amazon HQ2 Sites

The Greater Vancouver region is preparing a response to the Amazon HQ2 Request for Proposals ("RFP"). This effort is being coordinated by the City of Vancouver, the City of Surrey, and the Province of BC, with the intention of including selected sites within the broader region meeting Amazon's criteria. Deloitte has been retained to assist with preparing the RFP Response.

We are requesting that Municipalities, First Nations, land owners and developers, and other interested parties assist in identifying suitable sites and providing information. Amazon has outlined a need for up to 8,000,000 square feet over 15 years per below, including a Phase-1 site that must be operational by 2019.

- Phase-1 Building: 500,000 – 1,000,000 square feet
- Phase-2 Building: 1,000,000 – 2,000,000 square feet
- Phase-3 Building: 2,000,000 – 3,000,000 square feet

While Amazon's RFP includes certain mandatory criteria and other priorities, it also encourages regions to "think big and creatively when considering real estate options". With this in mind, we hope to identify a site, an assembly of sites, and/or several clusters of nearby sites that highlight Greater Vancouver's unique strengths and would act as a magnet for talent.

The following sections outline Amazon's criteria and the information we require. Should you have any questions or wish to discuss, do not hesitate to contact us. Additional information from Amazon can be found 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)

Part A. Site eligibility criteria

According to Amazon's RFP, site eligibility includes:

- A greenfield site or several greenfield sites that are zoned or designated for the proposed use or pad ready, with utility infrastructure in place. While Amazon has specified a need for up to 100 acres, for the purposes of our region's proposal we expect this may be achieved via 5-10 clusters in multiple areas with up to 10 acres of potential build out with high density at each site.
- Other infill sites, existing buildings, including opportunities for renovation/redevelopment and greenfield sites, meeting the proximity and logistics requirements of the Project. This can also be a combination of the above.
- The sites do not have to be contiguous, but should be in proximity to each other to foster a sense of place and be pedestrian friendly. Consider the overall proximity of the buildings at full build-out as you are making recommendations. Note that as we may include several sites or clusters of sites connected by transit, we anticipate this to be an iterative and collaborative process. If you would like to discuss your site's location in relation to others, please contact Deloitte (see Submission and Inquiries at end of this document).

Please ensure site submissions meet the following **mandatory** criteria:

- Within 30 miles of a population center
- Within approximately 45 minutes travel distance to YVR

- Not more than 1-2 miles distance from major highways and arterial roads
- Site access to mass transit i.e. direct access to rail, train, subway/metro, bus routes
- Initial square foot requirement of 500,000-1,000,000 square feet for Phase 1 building
- Feasible for Phase-1 site to be operational by 2019 and Feasible for Phases 2/3 sites to be operational by 2027 at the latest.

The sites should also consider Amazon's priorities for sustainability, connectivity, cultural fit and quality of life as described in their RFP.

Part B. Mandatory site information (due by September 29):

Please provide the following mandatory information with respect to proposed site(s):

- Which parts of the submission are for Phase 1 (2019) and Phases 2-3 (by 2027)
- Whether the site is publicly or privately owned and who the owner is
- Location and proximity to additional lands
- Site proximity to population center
- Site map or identification within an OCP/ODP, etc.
- Site dimensions—both existing and ability to support future phases or assemble for future development. Please provide total square footage. If available, provide proposed development drawings.
- Site connectivity to major transit lines i.e. direct access at site to rail, train, subway/metro, and bus routes (any estimated capacity for the nearby lines would be helpful)
- Site proximity to YVR
- Site proximity to major highways and arterial roads
- Future infrastructure projects nearby
- Site digital infrastructure connectivity (e.g., fibre optic cables)
- Site zoning and maximum current OCP allowable densities

Part C. Supplementary information (due by October 4)

Please provide the following supplementary information for each proposed site:

- Pertinent parts of the OCP plus any pending changes to the OCP and land use boundaries
- Supporting images, graphics or photos of the site
- Estimated timeline for full scope of regulatory approvals for Phase 1, 500,000 to 1,000,000 square feet of space, by 2019. This should be inclusive of zoning changes, development permit, health and safety, occupation, etc.

- Any additional permitting or policy considerations for development of the land: e.g., any mandatory community engagement processes, whether or not the land is in the industrial lands inventory, etc.
- Existing office/ industrial inventory stats plus pending development applications
- Compatible development applications
- Existing and potential economic development incentives, cost share programs
- New and proposed public amenity projects
- Long term land use planning and general economic development strategies for the larger neighbourhood of the proposed development area

Deadline for responses:

- The deadline for responses to Part B is September 29, 2017
- The deadline for to responses to Part C is October 4, 2017
- Note these deadlines are imperative to meet Amazon's deadline of October 19, 2017 and to allow sufficient time to potentially collaborate between several sites, municipalities and government. As such we expect to convene a meeting and briefing of interested parties once identified.

Submission and Inquiries:

Please send all questions and responses to:

Tom Corner

Manager, Economics and Policy Advisory, Deloitte

P: 604-640-3100

tcornet@deloitte.ca

From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/10/2017 4:43:17 PM
Subject: Fwd: City of Vancouver Amazon HQ2 Potential Sites
Attachments: CoV - Amazon HQ2 Potential Office Clusters in Vancouver - 29-09-2017.pdf
ATT00001.htm

Sent from my iPhone

Begin forwarded message:

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
Subject: Fwd: City of Vancouver Amazon HQ2 Potential Sites

Hi Doug,

As requested. Please let me know if the attachments come through, my iPhone has been acting up lately.

Best,

Tom

Sent from my iPhone

Begin forwarded message:

From: "Shafieian, Nooshin" <Nooshin.Shafieian@vancouver.ca>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
Subject: City of Vancouver Amazon HQ2 Potential Sites

Hi Tom, Please see below..apologies as your email address was entered incorrectly.

Nooshin

Nooshin Shafieian
Executive Assistant to General Manager | Planning, Urban Design & Sustainability
City of Vancouver | 515 W. 10th Ave.
604-873-7446 | nooshin.shafieian@vancouver.ca

From: Kelley, Gil
Sent: Friday, September 29, 2017 3:26 PM
To: 't.corner@deloitte.ca'
Cc: Johnston, Sadhu; Marley, Eleena; Robertson, Chris; 'James Raymond'; 'Hilts, David (CA - Toronto'
Subject: City of Vancouver Amazon HQ2 Potential Sites

Hello Tom,

Here is the City of Vancouver's supporting information for the response to Part A and B of Amazon's HQ2 RFP. While we have provided information on sites/projects that meet the Phase 1 requirements and have included graphics in this submission, we will provide any additional (Supplementary Information) by October 4 if needed. Following your review of the attached, can you please let us know what else would assist you in preparing your RFP response?

City staff have identified a number of site clusters within the City of Vancouver's municipal boundary that generally meet the Amazon RFP criteria (refer to attached). The clusters are a combination of private and public ownership and are located within proximity to TransLink's Frequent Transit Network (FTN) s.17(1) are located on regional serving rapid transit lines and additionally the Millennium Line Broadway Extension--MLBE (Broadway Subway) proposed to operational by 2025 will further extend the reach of the east/west regional rapid transit network connecting housing and jobs from Coquitlam to Central Broadway. The MLBE will provide an additional link to the north/south Canada Line at City Hall Station and another connection for the region to YVR International Airport, Richmond and Downtown Vancouver.

The sites were generally selected based on their ability to provide office capacity, and to meet other objectives that we know Amazon is seeking in their new headquarters. Amenities like access to bike lanes, retail, parks and open space, community facilities, housing (including affordable), etc. are part of the clusters or proximate to them. In all cases there are opportunities for additional sites to be added, with the Broadway Tech Cluster having larger parcels of industrial zoned land next to transit. For the purposes of this review, sq.ft. figures for sites identified in the detailed office cluster spreadsheet as Existing, are more considered than those labelled Future. The sq.ft. figures for the Future sites are gross floor space estimates based on the site size multiplied by somewhat conservative FSRs (Floor Space Ratios). These are subject to change as policy/projects develop. The Downtown and Broadway Tech clusters provide immediate office capacity to meet the Phase 1 requirement of delivering a 1M sq.ft. of operational office space by 2019 and all of the clusters except Molson's can meet the Phase 2 and 3 requirements. The Canada Line provides a direct connection from Downtown Vancouver to YVR airport and directly links the significant clusters of Downtown, Oakridge (41st and Cambie) and Marine Landing. When Downtown/Oakridge/Marine Landing are considered together they provide approximately 12M sq.ft., well beyond the Phase 1, 2 and 3 requirements.

If you have any questions regarding the information provided, please connect with me directly.

Thank you,

Gil Kelley

Gil Kelley, FAICP
General Manager | Planning, Urban Design & Sustainability
City of Vancouver | 515 W. 10th Ave.
604-873-7456 | gil.kelley@vancouver.ca

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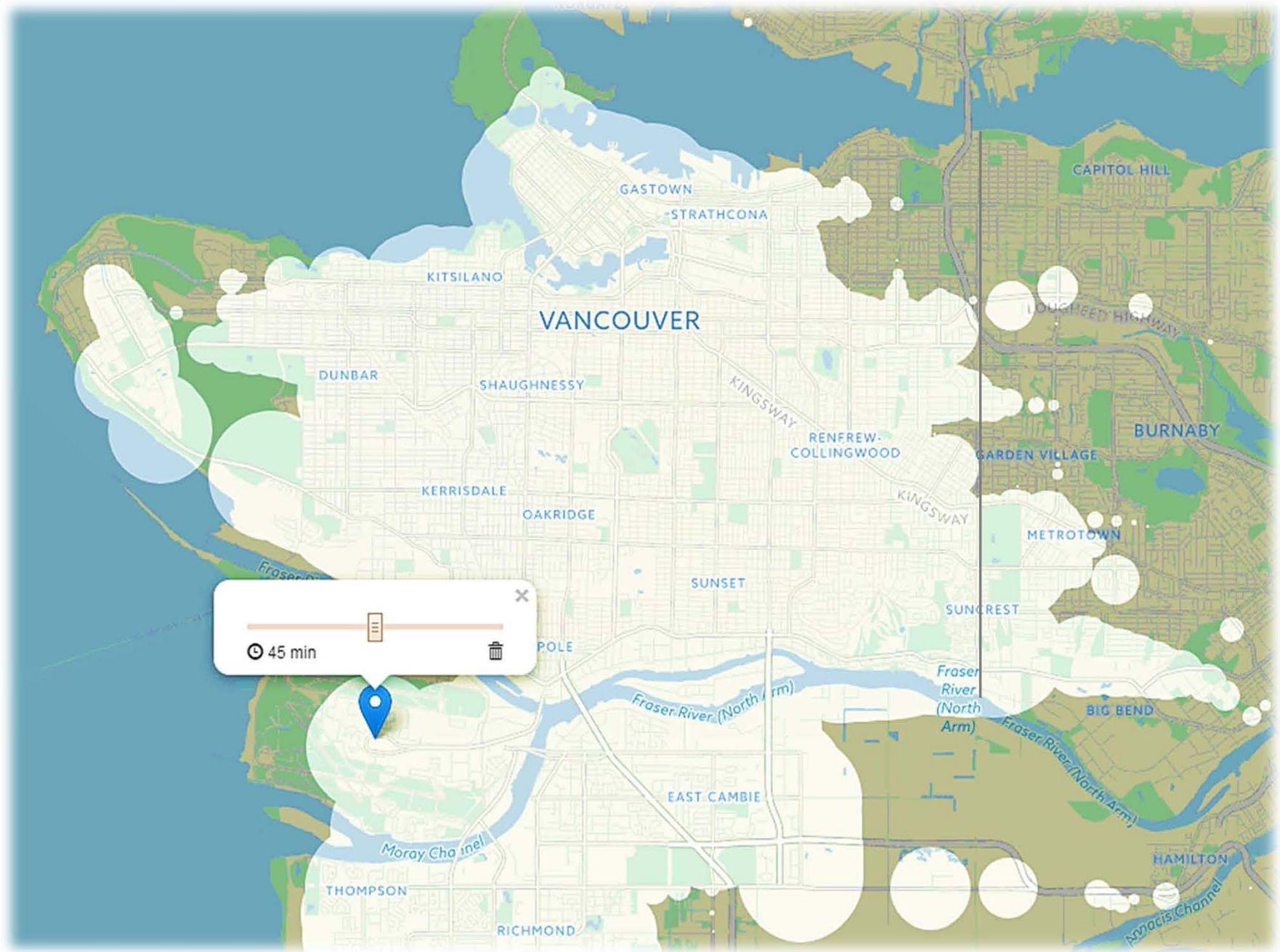
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45 Minute Travel Time from Airport on Public Transit

Does not include Future Broadway Subway (MLBE)





From: ["Ian McKay"](#)

To: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)

["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)

Date: 9/26/2017 6:19:55 PM

Subject: Fwd: CONFIDENTIAL MEMO - Amazon HQ2 Proposal

Attachments: Memo - Amazon HQ2 Proposal - 2017.09.26.pdf

Please note that this went out to council. We'll see how long it takes before it leaks.

From: Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>

Sent: Tuesday, September 26, 2017 6:10:51 PM

To: Direct to Mayor and Council - DL

Cc: City Manager's Correspondence Group - DL; Ian McKay; Eleena Marley; Corporate Management Team (COV) - DL

Subject: CONFIDENTIAL MEMO - Amazon HQ2 Proposal

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.

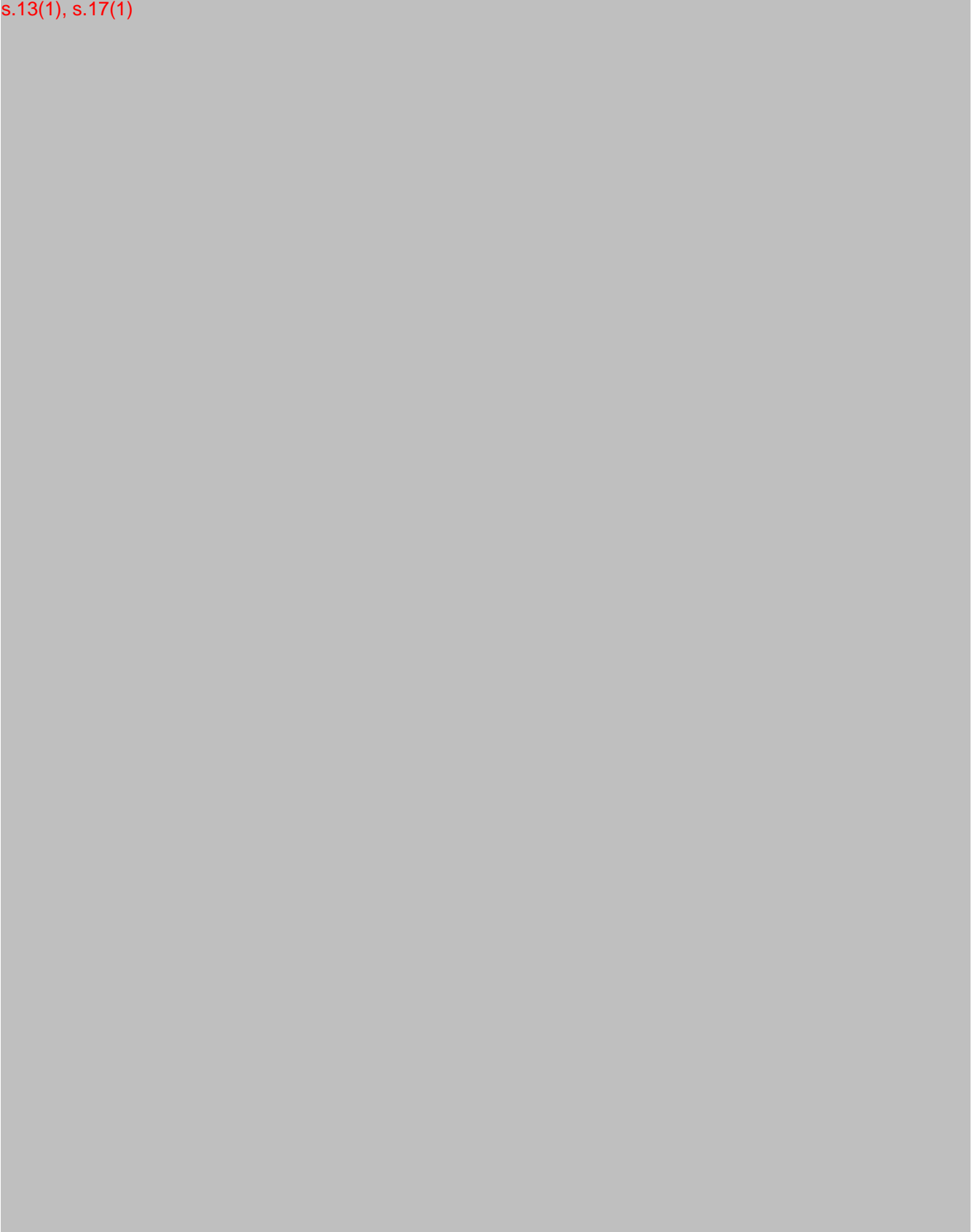
Best,
Sadhu

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 | Sadhu.johnston@vancouver.ca
Twitter: sadhuajohnston




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s.13(1), s.17(1)



s.13(1), s.17(1)



s.13(1), s.17(1)



From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/25/2017 11:46:49 AM
Subject: Fwd: MEMORANDUM September 19th to Council

Ian, see below for a comment on the council memo.

Can you confirm when you send to Council and circulate a final copy to Paul, sadhu, Patrice and I

Thanks
E

Sent from my iPhone

Begin forwarded message:

From: "Mochrie, Paul" <Paul.Mochrie@vancouver.ca>
Date: September 25, 2017 at 11:32:26 AM PDT
To: "Marley, Eleena" <Eleena.Marley@vancouver.ca>, "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
Subject: RE: MEMORANDUM September 19th to Council

Thanks Eleena and apologies for the delayed reply.

The memo looks fine to me. My only thought was to note the intention that Metro Vancouver participate on the steering committee as well (Carol Mason).

Paul

From: Marley, Eleena
Sent: Friday, September 22, 2017 10:36 AM
To: Jamie Warren; Johnston, Sadhu
Cc: Jong, Teresa; Ian McKay; Mochrie, Paul
Subject: RE: MEMORANDUM September 19th to Council

Thanks Jamie and team,

See attached my edits –Paul and Sadhu, anything to add?

Best
Eleena

From: Jamie Warren [mailto:JWarren@vancouvereconomic.com]
Sent: Friday, September 22, 2017 10:29 AM
To: Marley, Eleena; Johnston, Sadhu
Cc: Jong, Teresa; Ian McKay
Subject: MEMORANDUM September 19th to Council

Hi,

Please see attached the draft memorandum regarding the Amazon HQ2 Bid for your review.

Kind regards,

--
JAMIE WARREN
Executive Assistant
P: 604 336 8029

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From: "James Raymond"
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Bryan Buggie" <BBuggie@vancouvereconomic.com>
Date: 9/29/2017 9:32:21 AM
Subject: FYI: Amazon HQ2 - Deloitte Hours to date

See below

(Slavi later clarified that this is a fixed term contract)

From: Diamandiev, Slavi (CA - British Columbia) [mailto:sdiamandiev@deloitte.ca]
Sent: Thursday, September 28, 2017 8:20 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: RE: Amazon HQ2 - Bid Governance

Hi James, I just ran the effort and budget numbers, sorry for the delay with this. s.17(1), s.21(1)
Given we are about 25% through the schedule, and assuming burn will not slow down, we are currently running s.17(1), s.21(1) Here are the hours by resource:

Resource
Hours
Doug Beaton
Charles Knight (pro bono)
Etienne Bruson (pro bono)
Jamie Sawchuk (pro bono)
Slavi Diamandiev
Chris Shutsa
Tom Corner
David Hilts
Fatima Reza
Farah Khan
Total

s.17(1), s.21(1)

Please let me know if you have any questions.

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Beaton, Douglas (CA - British Columbia)
Sent: Thursday, September 28, 2017 6:56 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Amazon HQ2 - Bid Governance

Hi James, realize we still owe you the hours, we'll send tomorrow.

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]

Sent: Tuesday, September 26, 2017 11:31 AM

To: Corner, Tom (CA - British Columbia) <tcornet@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Fw: Amazon HQ2 - Bid Governance

Pl see below

Pl ensure the project plan to be sent today covers off 1. 1a relates to the site data we need (has this been asked for from each city yet?)

Tom - please give me what I need for 4.

I'll work with Ian re the Steering Committee part, but think about what needs to be discussed tomorrow

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Marley, Eleena <Eleena.Marley@vancouver.ca>
Sent: Tuesday, September 26, 2017 11:20 AM
To: James Raymond; Ian McKay; Bryan Buggy
Cc: Jamie Warren
Subject: Amazon HQ2 - Bid Governance

Hi all,

Glad that we are all up and running on the proposal. A couple of things from COV's perspective:

1. Can you provide the timeline/ plan to make sure the bid is completed and signed-off appropriately – I understand Deloitte and James were working on this. To include:
 - a. Data required and return deadlines
 - b. Amazon HQ2 Steering Committees
 - c. Evaluation timeframes i.e. date proposal will be sent to key parties and expected return of comments
2. Steering Committees
 - a. Circulate an agenda ahead of time and be clear on what decisions / actions are required of the group
 - b. Ensure all key parties are invited (Carol, myself, James R, COV legal as required)
 - c. Follow-up note with key actions / agreements
3. NDA/MOU:
 - a. Bryan to respond to Kelly's email and confirm all key funders are in principle comfortable with an MOU/NDA drafted by COV. Will review Thursday and return by Monday
 - b. Bryan to response to Henry's email and confirm the \$ amounts by funder
4. James to ask Deloitte to report each Monday am with the totally hours and \$s incurred against the PO and forecast. Please send this to myself, Wen and Henry (COV finance) each Monday.

Let me know what support you need from me

Thanks

Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca



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From: ["James Raymond"](#)
To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)
["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)
["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
Date: 9/27/2017 3:08:29 PM
Subject: FYI: Amazon HQ2 Project Concerns

Just FYI, sure this will all be easily resolved

From: James Raymond
Sent: Wednesday, September 27, 2017 3:07 PM
To: 'Beaton, Douglas (CA - British Columbia)' <dbeaton@deloitte.ca>
Subject: Amazon HQ2 Project Concerns
Importance: High

Hi Doug

Could I jump on a call with you sometime? A few issues have come up and given the rapid nature of this project feel I should share them with you:

1. Steering Committee
 - a. Only Tom attended today
 - b. No note takers
 - c. There were no hard copies available
2. Project Plan – not delivered in a timely manner
3. Subject Matter Advisors/Support team – I'm not seeing the support the bid team need. Tom/Fatima doing most of the work
4. Communication Process – going through Ian not me. THIS IS RESOLVED
5. Timesheets/staff budget – have asked for this and still not received

I share this in the spirit of teamwork and working together with you to make the best bid possible. Know we can resolve all of this very easily.

Thanks
James

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From: ["James Raymond"](#)

To: ["Eleena Marley" <Eleena.Marley@vancouver.ca>](#)

CC: ["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)

Date: 9/21/2017 9:59:39 AM

Subject: MOU HQ2 - Draft

Attachments: MOU HQ2 - Draft.docx

Hi Eleena

I have drafted a very rough MOU, much is TBC. Could you please review and edit – I will be working on other elements with Deolitte all of today

s.13(1)



s.13(1)



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

To: ["James Raymond" <JRaymond@vancouvereconomic.com>](mailto:JRaymond@vancouvereconomic.com)

CC: ["Bryan Buggy" <BBuggey@vancouvereconomic.com>](mailto:BBuggey@vancouvereconomic.com)

Date: 9/21/2017 10:44:14 AM

Subject: MOU HQ2 - Draft

Attachments: MOU HQ2 - Draft.docx

Looks good – I've made some suggested edits

Over to you

E

s.13(1)



s.13(1)



From: "John McPherson"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/28/2017 2:37:42 PM
Subject: Re: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Of course.

Sent from my iPhone

On Sep 28, 2017, at 2:15 PM, Bryan Buggy <BBuggey@vancouvereconomic.com> wrote:

See below. s.13(1), s.17(1)

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From: Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>
Sent: Thursday, September 28, 2017 3:57:18 PM
To: Bryan Buggy
Subject: RE: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

s.13(1)

Brian

From: Bryan Buggy [<mailto:BBuggey@vancouvereconomic.com>]
Sent: Thursday, September 28, 2017 12:54 PM
To: Krieger, Brian MIT:EX
Subject: Fwd: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Hi Brian....see below. What about s.17(1)
Bryan

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From: John McPherson
Sent: Thursday, September 28, 2017 3:08:07 PM
To: Bryan Buggy
Subject: FW: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Bryan – Can you reach out to Province and get them to include s.17(1) in the news release. They shouldn't be left out.

From: Ingrid Valou
Sent: September-27-17 3:12 PM
To: Ian McKay (IMcKay@vancouvereconomic.com) <IMcKay@vancouvereconomic.com>
Subject: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Hi Ian,

Here is the draft quote and attached is the full news release (with my changes added). The person I spoke to on the phone seemed resistant to changing it but said she would speak with Brian.

s.13(1)

Thank you,

INGRID VALOU
Communications Specialist
C: 604 868 1990

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

<image001.png> <image002.png> <image003.png>

<image004.png>



From: "Bryan Buggy"
To: "Aisling Geaney" <ageaney@vancouvereconomic.com>
Date: 9/26/2017 5:03:32 PM
Subject: RE: [APPROVAL REQUIRED] Amazon HQ2 Invoices

s.13(1)

bb

From: Aisling Geaney
Sent: Tuesday, September 26, 2017 4:49 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: [APPROVAL REQUIRED] Amazon HQ2 Invoices

Hi Bryan,

Can you take a look at the attached invoice and let me know if you're okay with the description I've put in it? I will use similar wording for all other funding partners going forward then. If there are no changes, please forward it to Stephen Wu (or I can if he is in Salesforce?)

I have also added GST, as I'm assuming Deloitte will also charge GST on their bill.

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: ["Bryan Buggey"](#)
To: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
["Ingrid Valou" <IValou@vancouvereconomic.com>](#)
["James Raymond" <JRaymond@vancouvereconomic.com>](#)
Date: 9/21/2017 10:14:43 AM
Subject: Re: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

A lot of moving pieces at the moment. Getting stronger and better. Let's hear what comes out of steering committee today.

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From: Tania Parisella
Sent: Thursday, September 21, 2017 12:34:24 PM
To: Ingrid Valou; James Raymond
Cc: Bryan Buggey
Subject: RE: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

[Yeah, I'd prefer ONE announcement, can be joint with Province but it should include all partners. Maybe we do it next Monday?](#)
Bryan and ian should weigh in for sure.
Thanks

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Ingrid Valou
Sent: Thursday, September 21, 2017 9:19 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: Re: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

I'll hop on a call with them just to hear what they have in mind.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: James Raymond
Sent: Thursday, September 21, 2017 9 01:34 AM
To: Ingrid Valou; Tania Parisella
Cc: Bryan Buggey
Subject: RE: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

I would pass this over to Bryan, as he's likely the one who most knows who's on board

But the announcement goes when we are ready....

From: Ingrid Valou
Sent: Thursday, September 21, 2017 9:00 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: [FYI] Fwd: Announcement of joint application for Amazon HQ2?

FYI. James, I'll probably snag you in a few.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Li, Jessica P GCPE:EX <Jessica.P.Li@gov.bc.ca>
Sent: Thursday, September 21, 2017 8:52:24 AM
To: Ingrid Valou
Cc: Stewart, Courtney GCPE:EX
Subject: Announcement of joint application for Amazon HQ2?

Hi Ingrid,

My name is Jessica Li and I work in Government Communications for the Ministry of Jobs, Trade and Technology. I understand from our ministry staff that the Province, through our ministry, has made a contribution towards Metro Vancouver's joint application for Amazon's HQ2 RFP.

The Province is interested in announcing its support for this joint application. As VEC is coordinating the application, it'd be great if I can speak with you on which municipalities are participating in this joint application, and your announcement approach.

Are you free this morning for a quick call? I've cc'd my manager Courtney Stewart on this email to keep her in the loop.

Thank you.

Sincerely,
Jessica

Jessica P. Li
Senior Public Affairs Officer
Government Communications & Public Engagement
250-952-0624/ (cell) 250-480-8781
Jessica.P.Li@gov.bc.ca

From: ["Bryan Buggy"](#)
To: ["Shi, Wen" <wen.shi@vancouver.ca>](#)
Date: 9/18/2017 11:06:19 AM
Subject: Re: 3 Submissions for RFS PS20171759 - Consultant for Responses to Amazon HQ2 RFP

I received it.

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From: Shi, Wen <Wen.Shi@vancouver.ca>
Sent: Monday, September 18, 2017 1:13:10 PM
To: Eleena Marley; Sean Elbe; Ian McKay; James Raymond; Bryan Buggy; Tania Parisella
Subject: RE: 3 Submissions for RFS PS20171759 - Consultant for Responses to Amazon HQ2 RFP

Hi everyone,

Just want to let you know that I had sent you three proposals two minutes ago in case the email got blocked due to the big size of 15MB.

Regards,

Wen Shi

Tel: 604-871-6139
Fax: 604-873-7057

From: Shi, Wen
Sent: Monday, September 18, 2017 10:09 AM
To: Marley, Eleena; Sean Elbe; Ian McKay; James Raymond; Buggy, Bryan; Tania Parisella
Cc: Aarons, David
Subject: 3 Submissions for RFS PS20171759 - Consultant for Responses to Amazon HQ2 RFP

Good morning everyone,

Three (3) submissions were received on time from E&Y, Deloitte, and KPMG. Attached please find their proposals.

Should you have any questions, please feel free to contact me!

Best regards,

Wen Shi

Tel: 604-871-6139
Fax: 604-873-7057

From: Marley, Eleena
Sent: Friday, September 15, 2017 11:35 AM
To: Shi, Wen
Cc: Sean Elbe; Ian McKay; James Raymond; Buggy, Bryan; Tania Parisella; Aarons, David
Subject: Consultant RFS responses - Amazon HQ2

Wen,

When you receive the responses on Monday, please circulate to myself and the VEC team CC'd above

James /Sean,

I understand you'll be leading the charge on reviewing the proposals on Monday. I am free from 1 to discuss and evaluate.

Once VEC has a recommendation, Wen and I will work to seek approval from Patrice Impey. I suggest a short briefing call between Ian and Sadhu in the afternoon would also be beneficial

Speak Monday
Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca



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From: ["Ingrid Valou"](#)
To: ["Bryan Buggy" <BBuggey@vancouvereconomic.com>](#)
["James Raymond" <JRaymond@vancouvereconomic.com>](#)
CC: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
Date: 10/12/2017 9:37:04 PM
Subject: Re: ACTION: HQ2 Direction on NDA's

We already got a reply from Ottawa and there may be a phone call scheduled with the rest. Rebecca is gauging interest.

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Bryan Buggy
Sent: Thursday, October 12, 2017 9:34:57 PM
To: James Raymond
Cc: Tania Parisella; Ingrid Valou
Subject: RE: ACTION: HQ2 Direction on NDA's

Ok. Will stand down. (Do we know if our peers are actively using that channel?)

From: James Raymond
Sent: Thursday, October 12, 2017 9:31 PM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: ACTION: HQ2 Direction on NDA's

Actually Ingrid posted this on CCCA slack channel so we're all good. Others have same concerns

Thanks BB

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Bryan Buggy
Sent: Thursday, October 12, 2017 8:21 PM
To: James Raymond; Tania Parisella
Subject: RE: ACTION: HQ2 Direction on NDA's

Assuming that Tania hasn't already taken this one, I can fire off some enquiries tonight. Will get answers in the morning (I hope).

Bryan

From: James Raymond
Sent: Thursday, October 12, 2017 3:38 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: ACTION: HQ2 Direction on NDA's

Tania or Bryan

Can one of you reach out to someone friendly via CCCA network and ask them how they are dealing with confidentiality around the Amazon package? (see below)

I had to volunteer our help – as no one else can do this

s.14



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

Sent: Thursday, October 12, 2017 1:24 PM

To: Ian McKay; Johnston, Sadhu; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Gorra, Annie; ljdonoeh@surrey.ca; Wu, Stephen; Chambers, Courtney; Mochrie, Paul; carol.mason@metrovancover.org; Marley, Eleena; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond

Cc: Impey, Patrice; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil
Subject: RE: HQ2 Steering Committee

Hi All – please see attached the progress update materials for our steering committee meeting today.

Kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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

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

Sent: Wednesday, September 27, 2017 1:16 PM

To: Ian McKay; sadhu.johnston@vancouver.ca; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; ljdonoehoe@surrey.ca; Wu, Stephen; Chambers, Courtney; paul.mochrie@vancouver.ca; carol.mason@metrovanvancouver.org; Eleena Marley; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond

Cc: Patrice Impey; Neal Carley; Heather Schoemaker; Hilts, David (CA - Toronto); Knight, Charles (CA - Toronto); Kelley, Gil

Subject: HQ2 Steering Committee

When: Thursday, October 12, 2017 2:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).

Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

12.10.17: Please see attached the agenda for this afternoon's meeting. Thanks! – Jamie Warren

Conference call details:

Toll Free **s.15(1)(l)**

From Vancouver 604-829-4222

Meeting ID: **s.15(1)(l)**

Password: **s.15(1)(l)**

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From: "James Raymond"
To: "Eleena Marley" <Eleena.Marley@vancouver.ca>
tcorner@deloitte.ca
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Bryan Buggy" <BBuggy@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 10/4/2017 10:20:26 AM
Subject: RE: Amazon HQ2 - Coming to the war room today and COV requests

Thanks Eleena

Draft agenda for SC meeting tmrw is:

Proposed Agenda

1. Intro and project update (Slavi) – 15 min
2. Discussion of site options (Dave Hilts) – 45 min
3. Update on storyline and messaging (Chris) – 30 min
4. Update on government incentives and stakeholder commitments (David/Brian) – 20 min
5. Proposal review and sign-off process (Slavi/Steering committee) – 10 min

Potentially there might be time under item 5 to discuss confidentiality issues around the final proposal

Flagging your point 4 for our comms Director Tania- cc'ed – who will be working with CoV comms

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: October 4, 2017 10:17 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; tcorner@deloitte.ca; Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Amazon HQ2 - Coming to the war room today and COV requests

Hi all,

FYI - I will come over to the war room in about an hour to see how it is all going. If you have anything you need from the City let me know while I'm there.

In addition, I'm keen to get an update on the following:

1. Copy of tomorrow's agenda and any key speaking notes for Sadhu - James
2. Update on whether Oct 17 in-camera Council meeting has been scheduled and the process / timing to circulate the briefing note to Sadhu, Paul and myself ahead of this – Bryan & Ian
3. When the first draft is circulated, ensure it is marked with 'Commercially Sensitive – Confidential' with an accompanying note that outlines that during the RFP process certain information should remain confidential. Be clear on what information can and cannot be shared in the public domain. Note that following the end of the procurement process all information will be subject to the FOI process -Deloitte/VEC
4. Sadhu has requested a short summary briefing note which can be publically released following the proposal submission. Please confirm that your team are working with COV's Communications team - Bryan

See you soon
Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca



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From: "Beaton, Douglas \ (CA - British Columbia\)" <dbeaton@deloitte.ca>
To: john@mibi.ca
CC: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Diamandiev, Slavi \ (CA - British Columbia\)" <sdiamandiev@deloitte.ca>
"Hilts, David \ (CA - Toronto\)" <dhilts@deloitte.ca>
Date: 9/27/2017 10:13:20 AM
Subject: RE: Amazon HQ2

Hi John,

I'm with the Deloitte team coordinating the response to Amazon. Bryan let me know you're interested in discussing, let me know when works best. I'm traveling today but fairly clear tomorrow.

Doug

Douglas Beaton
Partner | Deloitte
D: +1 (604) 640-3058 | M: +1 (604) 417-0450
dbeaton@deloitte.ca



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Please consider the environment before printing.

From: John Hankins [<mailto:john@mibi.ca>]
Sent: Tuesday, September 26, 2017 12:47 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: Amazon HQ2

Thanks Bryan

I look forward to hearing from the steering committee chair

John

From: Bryan Buggey [<mailto:BBuggey@vancouvereconomic.com>]
Sent: September 26, 2017 12:38 PM
To: John Hankins <john@mibi.ca>
Subject: RE: Amazon HQ2

Okay. Let me reach out to consultant again. There is a steering committee now and I believe they are getting direction from that level.

Bryan

From: John Hankins [<mailto:john@mibi.ca>]
Sent: Tuesday, September 26, 2017 12:35 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: RE: Amazon HQ2

Hi Bryan

I am a little confused when we spoke at length on the phone you shared with me that the plan was to engage a consultant and then have the consultant review the potential of including the mid-island. Once the consultant was selected you would connect us and at least explore the potential.

We discussed various options that may enhance Vancouver's proposal such as

Option 1 - Vancouver and Metro Vancouver

Option 2 – Vancouver and Mid-island

We discussed the age challenge and how the Mid-island would appeal more to the employees looking to start a family.

What has changed since our discussion? We stand by ready to engage in support.

I look forward to your feedback

John

From: Bryan Buggey [<mailto:BBuggey@vancouvereconomic.com>]

Sent: September 26, 2017 12:29 PM

To: John Hankins <john@mibi.ca>

Subject: RE: Amazon HQ2

Hi John. I don't believe we have any plans to engage mid-Island at this time. The focus will be on MetroVancouver.

Thanks

Bryan

From: John Hankins [<mailto:john@mibi.ca>]

Sent: Tuesday, September 26, 2017 12:24 PM

To: Bryan Buggey <BBuggey@vancouvereconomic.com>

Subject: RE: Amazon HQ2

Thanks Bryan

What are your plans to engage the Mid-Island are you still planning to introduce us to the consultant?

I look forward to your feedback and hopefully you feel comfortable to share your timeline.

We are definitely not looking to compete only to support and hopefully if the consultant agrees our inclusion will help support your proposal.

Warmest wishes

John

From: Bryan Buggey [<mailto:BBuggey@vancouvereconomic.com>]

Sent: September 26, 2017 12:17 PM

To: John Hankins <john@mibi.ca>

Subject: RE: Amazon HQ2

Hi John. Yes, we have selected and are moving forward. So far so good.

Bryan

From: John Hankins [<mailto:john@mibi.ca>]
Sent: Tuesday, September 26, 2017 11:34 AM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: Amazon HQ2

Hi Bryan

I received a call back from you yesterday evening but there seemed to be a bad reception so I was not able to speak with you.

I wanted to follow up to see if you had selected your consultant to undertake the proposal in response to Amazon's HQ2 RFP.

I look forward to your feedback.

Warmest wishes

John

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From: "Bryan Buggy"
To: "Aisling Geaney" <ageaney@vancouvereconomic.com>
Date: 10/19/2017 2:52:03 PM
Subject: RE: Amazon HQ2- City of Richmond

Yes, I have confirmed that Richmond was included. I also told Richmond this. s.17(1)

Thanks
Bryan

From: Aisling Geaney
Sent: Thursday, October 19, 2017 11:54 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: FW: Amazon HQ2- City of Richmond

Hi Bryan,

s.17(1)

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

-----Original Message-----

From: Lilova, Neonila [<mailto:NLilova@richmond.ca>]
Sent: Wednesday, September 27, 2017 8:37 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: Re: Amazon HQ2

Hi Bryan,

We can do this after the bid goes out and yes, a simple invoice would suffice. s.17(1)
s.17(1)

Thanks,
Neonila

On Sep 27, 2017, at 8:31 AM, Bryan Buggy <BBuggy@vancouvereconomic.com<<mailto:BBuggy@vancouvereconomic.com>>> wrote:

Hi Neonila;

s.17(1) Or do you require some other kind of paperwork? Please advise.

Bryan

BRYAN BUGGEY
Director, Strategic Initiatives & Sector Development
P: 604 336 8012 | C: 778 836 3636

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<image001.png><<https://twitter.com/vaneconomic>> <image002.png><<https://www.facebook.com/VanEconomic>> <image003.png><<https://www.linkedin.com/company/vancouver-economic-development-commission>>

<image004.png>

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From: [Lilova.Neonila <NLilova@richmond.ca>](mailto:Lilova.Neonila@richmond.ca)
To: ["James Raymond" <JRaymond@vancouvereconomic.com>](mailto:James.Raymond@vancouvereconomic.com)
CC: ["Bryan Buggey" <BBuggey@vancouvereconomic.com>](mailto:Bryan.Buggey@vancouvereconomic.com)
Date: 9/26/2017 11:09:35 AM
Subject: RE: Amazon HQ2 collaboration

Thank you, I have the email from Van's CAO to the Richmond CAO and will be in touch soon.

Regards,
Neonila

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, 25 September 2017 16:58
To: Lilova,Neonila
Cc: Bryan Buggey
Subject: RE: Amazon HQ2 collaboration

No worries Neonila. **s.17(1)** – whether that is data, or in your case site suggestions (with attached data)

My understanding is that the request has already gone out from Sadhu to all city managers please confirm if Richmond has not received.

We can then go from there

Thanks
James

From: Lilova,Neonila [mailto:NLilova@richmond.ca]
Sent: Monday, September 25, 2017 4:44 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: Amazon HQ2 collaboration

Hi James (thanks Bryan),

Wednesday is booked solid. Before we discuss times and availability, can you please advise on the expectations from the City of Richmond on participation on the working group **s.17(1)** My understanding is that such request will be coming through the City Manager's Office from Van's City Manager (expecting this to come through per my phone conversation with Ian McKay). Unless there is a different process in place by Deloitte, in which case please advise what it is and what are the expectations/time commitments.

Thanks,
Neonila

Neonila Lilova, MBA
Economic Development Manager
City of Richmond
604-247-4934

Visit www.businessinrichmond.ca
Follow [@RichmondEDO](https://twitter.com/RichmondEDO)

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, 25 September 2017 16:17
To: Lilova,Neonila
Cc: Bryan Buggey
Subject: RE: Amazon HQ2 collaboration

Hi Neolila

Are you free on Weds? We are currently drafting the overall narrative/key messages for the proposal, would be great to get your thoughts

Not sure Deloitte's schedule for Weds, but can find out tomorrow

From: Bryan Buggey
Sent: Monday, September 25, 2017 4:06 PM
To: NLilova@richmond.ca; James Raymond <JRaymond@vancouvereconomic.com>
Subject: Amazon HQ2 collaboration

James...

I just finished talking to Neonila. Can you connect with her to set expectations on what she should be bringing to the table and when?

Many thanks
Bryan

BRYAN BUGGEY
Director, Strategic Initiatives & Sector Development
P: 604 336 8012 | C: 778 836 3636

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From: "James Raymond"
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
"Aisling Geaney" <ageaney@vancouvereconomic.com>
CC: "Jamie Warren" <JWarren@vancouvereconomic.com>
"Bryan Buggy" <BBuggey@vancouvereconomic.com>
Date: 10/18/2017 12:58:09 PM
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

The s.17(1)

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell
Sent: Wednesday, October 18, 2017 12:57 PM
To: Aisling Geaney; James Raymond
Cc: Jamie Warren; Bryan Buggy
Subject: Re: Amazon HQ2 Funding: DEADLINE EOD

Is that s.17(1) Or it is something else?

From: Aisling Geaney <ageaney@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 12:38 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>, Jamie Warren <JWarren@vancouvereconomic.com>, Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Funding: DEADLINE EOD

Here is your list James:

s.17(1)

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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


From: Aisling Geaney
Sent: Wednesday, October 18, 2017 12:19 PM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>

Subject: Amazon HQ2 Funding: DEADLINE EOD
Importance: High

Hi Bryan,

Can I grab a minute of your time to check in on the Amazon funding and where we stand?

s. 13(1), s.17(1)



Kind Regards,
Aisling

From: Jamie Warren
Sent: Wednesday, October 18, 2017 12:09 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: RE: Can you ask ian

Below is the list from Bryan. Some of them **s.17(1)** said they'd only pay if their sites were used. I don't know where things have landed there so I've attached Aisling's list with her notes as well.

s.17(1)



From: James Raymond
Sent: October-18-17 11:57 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Can you ask ian

Can u get it please. Has changed so much I don't know who it is now

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Jamie Warren
Sent: Wednesday, October 18, 2017 11:45 AM
To: James Raymond
Cc: Bryan Buggy; Claire Campbell
Subject: RE: Can you ask ian

Just the funders – do you want me to get that list from Bryan or do you have it?

From: James Raymond
Sent: October-18-17 11:43 AM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; Claire Campbell <ccampbell@vancouvereconomic.com>

Subject: Can you ask ian

Importance: High

If he wants the thank you page to acknowledge just the funders, or the whole advisory group?

Claire needs to know asap

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: "Aisling Geaney"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
Date: 9/26/2017 6:02:49 PM
Subject: RE: Amazon HQ2 Funding from Partner Organizations - - correction, VEC to lead

Hi Bryan and Sean,

Can you let me know who has agreed to contribute to the Amazon HQ2 bid and if they're happy with just invoices or if they need a contract?

s.13(1), s.17(1)



Keep me updated as go along.

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Bryan Buggy
Sent: Tuesday, September 26, 2017 3:41 PM
To: Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: FW: Amazon HQ2 Funding from Partner Organizations - - correction, VEC to lead

..uh oh...change of plans...

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: Tuesday, September 26, 2017 3:40 PM
To: Woo, Henry <Henry.Woo@vancouver.ca>; Gomez, Bessie <Bessie.Gomez@vancouver.ca>; Oehlschlager, Kelly <kelly.oehlschlager@vancouver.ca>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Amazon HQ2 Funding from Partner Organizations - - correction, VEC to lead

All,

Based on this afternoon's COV:VEC Leadership group meeting, there is a change of tact on who is to contract with various financial contributors. Namely, it has been agreed that VEC take the lead on the contributing agreements and collection of the funds.

1. VEC (Bryan), please can you take the lead on the funding / contributing agreements with each of the funding parties and collection of the funds:
2. Kelly, please provide legal support to VEC for the funding / contributing agreements
3. Bessie / Henry, COV will no longer need to invoice each party
4. Henry, please advise Bryan the best way provide the funds to COV ahead of COV making a payment to Deloitte.

Thanks all
Eleena

From: ["Bryan Buggy"](#)
To: ["Aisling Geaney" <ageaney@vancouvereconomic.com>](#)
Date: 10/5/2017 2:47:36 PM
Subject: RE: Amazon HQ2 Funding Pipeline

s.17(1)

I'll call Province this afternoon.

From: Aisling Geaney
Sent: Thursday, October 5, 2017 12:19 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Amazon HQ2 Funding Pipeline

Hi Bryan,

s.13(1), s.17(1)

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: "James Raymond"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/16/2017 8:40:24 AM
Subject: Re: Amazon HQ2 Proposal | Draft for Review

Thanks BB

Got most of your edits in. **s.13(1)**

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggy
Sent: Sunday, October 15, 2017 11:20 PM
To: James Raymond; Ian McKay; Tania Parisella
Subject: RE: Amazon HQ2 Proposal | Draft for Review

Thanks, James. And kudos to all of your great work on this, too. Well done and congrats!
bb

From: James Raymond
Sent: Sunday, October 15, 2017 8:23 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Fw: Amazon HQ2 Proposal | Draft for Review
Importance: High

Here is the first design version for you review.

Please send me any showstopper edits by 11am Monday morning.

Ian- I have booked some time with you to review a few things, notably the 3rd page/welcome letter

Will repeat this ad nauseum, but Claire has been incredible. If deloitte don't offer to double her salary I'll be amazed.

I would go as far to say that she is VEC's most indispensable asset in that she would be the hardest person to replace.

See you tmrw

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Sent: Sunday, October 15, 2017 8:06 PM
To: Diamandiev, Slavi (CA - British Columbia)
Cc: Corner, Tom (CA - British Columbia); James Raymond; George PR Benson; Shutsa, Christopher (CA - British Columbia)
Subject: Amazon HQ2 Proposal | Draft for Review

Team –

Please see attached for an updated vers on of our designed proposal document. Some key items to note:

s.13(1)

Please let me know if you have any questions.

Thanks,
Farah
--

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From: ["Bryan Buggy"](#)
To: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)
Date: 10/12/2017 9:33:57 PM
Subject: RE: Amazon HQ2 Proposal - First Draft

Can't wait to see it. bb

From: James Raymond
Sent: Thursday, October 12, 2017 9:33 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Re: Amazon HQ2 Proposal - First Draft

Yes that's true, but the page on their sites will still have surrey headline.

In the body text will all say vancouver though

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Bryan Buggy
Sent: Thursday, October 12, 2017 8:29 PM
To: James Raymond
Subject: RE: Amazon HQ2 Proposal - First Draft

I was told that they already agreed to fly under the Vancouver flag in the previous steering committee meeting. This included Surrey. They even agreed to drop "metro" from the title.

bb

From: James Raymond
Sent: Thursday, October 12, 2017 3:18 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Proposal - First Draft

Thanks Bryan- but that aint never gonna fly with Surrey

From: Bryan Buggy
Sent: Wednesday, October 11, 2017 9:03 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Proposal - First Draft

James, I'm concerned that myself and others (Sean, Tania, Ian) are not privy to any of these drafts that are mentioned below. What is your plan for engaging and sharing with VEC staff?

Regarding optics, I would be couching the whole proposal as one city. Vancouver. (A site in Surrey is still under the Vancouver banner.)

bb

From: James Raymond
Sent: Wednesday, October 11, 2017 8:40 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: FW: Amazon HQ2 Proposal - First Draft

Got any brainwaves?

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: James Raymond
Sent: October 11, 2017 8:40 PM
To: sdiamandiev@deloitte.ca; dbeaton@deloitte.ca; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: Hilts, David (CA - Toronto) <dhilts@deloitte.ca>; Benson (gbenson@vancouvereconomic.com) <
gbenson@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Proposal - First Draft

s.13(1)

Can we think of a better, more logical order, that seems fairer to all partners?

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021 | C: 778 788 7721

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: October 11, 2017 6:40 PM
To: sdiamandiev@deloitte.ca; James Raymond <JRaymond@vancouvereconomic.com>; dbeaton@deloitte.ca
Subject: Fwd: Amazon HQ2 Proposal - First Draft

All, see below from Sadhu

E

Sent from my iPhone

Begin forwarded message:

From: "Johnston, Sadhu" <Sadhu.Johnston@vancouver.ca>
Date: October 11, 2017 at 6:00:38 PM PDT
To: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
Subject: RE: Amazon HQ2 Proposal - First Draft

Hi

s.13(1)

s

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

Sent: Wednesday, October 11, 2017 3:39 PM

To: Diamandiev, Slavi (CA - British Columbia)

Cc: Bruson, Etienne (CA - British Columbia); Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia); Shutts, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto); Ian McKay; Johnston, Sadhu; Mochrie, Paul; Robertson, Chris; Oehlschlager, Kelly; James Raymond; Impey, Patrice; Kassam, Nick; Kelley, Gil; Kendall-Craden, Rena; Clark, Joanna; Kong, Carol

Subject: RE: Amazon HQ2 Proposal - First Draft

Slavi,

Find attached COV's consolidated comments for your consideration. Note that our engineering team (Joanna and Carol) will have some additional comments by end of day.

Let me know if anything requires further clarification

Eleena

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

Sent: Sunday, October 08, 2017 7:10 PM

To: Ian McKay; Johnston, Sadhu; Mochrie, Paul; Marley, Eleena; carol.mason@metrovancover.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Ann Rowan; Gorra, Annie; Jong, Teresa; 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); Shutts, Christopher (CA - British Columbia); Sawchuk, Jamie (CA - British Columbia); Khan, Farah (CA - British Columbia); Hilts, David (CA - Toronto)

Subject: Amazon HQ2 Proposal - First Draft

Importance: High

Dear Steering Committee,

I hope everyone is having a nice Thanksgiving weekend. Attached is our first draft of the proposal to Amazon, intended for discussion only. For the purpose of collecting feedback we have kept it in paragraph format in Word. The final proposal will be reformatted to visuals and bullets, as per the attached PDF example.

Please review and provide your comments by end of day Wednesday, October 11th. As agreed at the last steering committee meeting, we expect to receive consolidated feedback for each stakeholder from the following individuals:

- David Collier – Province of BC
- Heather Schoemaker – Metro Vancouver
- Donna Jones – City of Surrey
- Eleena Marley – City of Vancouver and Vancouver Economic Commission

David, Heather, Donna and Eleena – please feel free to circulate internally as you deem appropriate. Should you have any questions or concerns, please do not hesitate to call me at any time at my cell: 778 386 0490.

Thank you and have a nice day off tomorrow.

- Slavi

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services

D: 604-601-3461 | M: 778-386-0490

sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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

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

Sent: Wednesday, September 27, 2017 1:15 PM

To: Ian McKay; sadhu.johnston@vancouver.ca; paul.mochrie@vancouver.ca; Eleena Marley; carol.mason@metrovanvancouver.org; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; Jong, Teresa; ljdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Bruson, Etienne (CA - British Columbia); Knight, Charles (CA - Toronto); Neal Carley; Heather Schoemaker; Ann Rowan; Tess Kitchen; Robertson, Chris
Subject: HQ2 Steering Committee
When: Thursday, October 5, 2017 1:00 PM-3:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

Conference call details:

Toll Free **s.15(1)(l)**
From Vancouver 604-829-4222

Meeting ID: **s.15(1)(l)**
Password: **s.15(1)(l)**

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From: "Bryan Buggy"
To: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
CC: "Woo, Henry" <Henry.Woo@vancouver.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/25/2017 9:23:48 AM
Subject: RE: Amazon HQ2 Proposal: Monies from other partners to COV

Yes, I will take that on.

Thanks

Bryan

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Monday, September 25, 2017 9:22 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Cc: Woo, Henry <Henry.Woo@vancouver.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: FW: Amazon HQ2 Proposal: Monies from other partners to COV

Bryan, can you introduce the various funders s.17(1) and the Province at minimum) to Henry who can work with them to transfer the funds appropriately

Best
Eleena

From: Woo, Henry
Sent: Friday, September 22, 2017 9:24 AM
To: Marley, Eleena; Knight, Colin; Leung, Tim
Subject: RE: Amazon HQ2 Proposal: Monies from other partners to COV

Hi Eleena;

From my point of view, the easiest would be for the parties to send the funds to us by electronic funds transfer. That way you don't have to worry about receiving and depositing the cheque. Treasury just needs to be forewarned of when to expect the amounts, how much, how often and which GL account to book the amounts to in SAP.

If the parties prefer to send by cheque, Sonny Liu in Revenue Services needs to be forewarned of the details so that when the cheques come in, he knows what it is for and can book and deposit the cheque.

I can be the facilitator for any questions that the entities might have.

Henry

From: Marley, Eleena
Sent: Friday, September 22, 2017 8:58 AM
To: Woo, Henry; Knight, Colin; Leung, Tim
Subject: RE: Amazon HQ2 Proposal: Monies from other partners to COV

Hi Henry,

I'm happy to recommend/request the process that your team prefers. If you are flexible I can ask VEC to outline the two processes so the parties can choose. Would you be the point person for any queries the other entities may have?

E

From: Woo, Henry
Sent: Friday, September 22, 2017 8:46 AM
To: Knight, Colin; Marley, Eleena; Leung, Tim
Subject: RE: Amazon HQ2 Proposal: Monies from other partners to COV

Hi Colin/Tim;

Actually if AR isn't billing or invoicing the parties, they would not normally be involved.

Eleena, how is the funds being forwarded? If by cheque, the parties that receive the cheque should deposit it using a double-white form (that would show which GL accounts the funds should be booked to) and forwarded to Revenue Services for processing.
If they want to transfer the funds via eft, then you need to get Treasury involved in terms of providing the banking information and coding to book the deposit.

Please let me know if you have further questions.

Regards,

Henry Woo, CPA - CA
Manager Accounting Operations
(604) 873-7916

From: Knight, Colin
Sent: Friday, September 22, 2017 8:24 AM
To: Marley, Eleena; Woo, Henry
Subject: FW: Amazon HQ2 Proposal: Monies from other partners to COV

Hi Henry,

Could you advise on the process for partner organizations (ie. s.17(1) and the provincial government) to follow in order to transfer funds to COV?

Eleena, when you know the precise timing and amounts to be transferred, could you advise Henry?

Thanks,

Colin

From: Leung, Tim
Sent: Friday, September 22, 2017 8:20 AM
To: Knight, Colin
Cc: Woo, Henry
Subject: Re: Amazon HQ2 Proposal: Monies from other partners to COV

Hi Colin,

I think the person who is working with these partners need to let Accounts Receivable know we are expecting funds. A/R then can work with Treasury on receipt preference.

Thanks

Tim

On Sep 20, 2017, at 19:02, Knight, Colin <Colin.Knight@vancouver.ca> wrote:

Hi Tim,

What is the process for other governments to set up funds transfers to COV? Are requests such as these normally processed through Esther's group?

Colin

From: Marley, Eleena
Sent: Wednesday, September 20, 2017 2:51 PM
To: Knight, Colin
Subject: Amazon HQ2 Proposal: Monies from other partners to COV

Hi,

COV have raised a PO for Deloitte to provide s.17(1) of services to support VEC (on behalf of COV) to submit a metro-wide response to Amazon's RFP looking for a North American City to home there next HQ (HQ2). Can you advise the process by which partner organisations should transfer funds to COV. At minimum we expect money from the Province and s.17(1)

Thanks

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca

<image001.jpg>

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<PO4500576363 - Deloitte LLP.pdf>

From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Woo, Henry" <Henry.Woo@vancouver.ca>
"Gomez, Bessie" <Bessie.Gomez@vancouver.ca>
CC: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"Martin, Liann" <Liann.Martin@vancouver.ca>
Date: 9/26/2017 1:40:04 PM
Subject: RE: Amazon HQ2 Proposal - Request for an NDA for Partner Organizations

Hi Bessie,

Would you be able to lead on raising the invoices to the various financial contributors? These relate to the PO you raised for the amazon HQ2 consultant.

There will be a number of invoices to be raised from the various contributor. Bryan to confirm final S values and names.

Thanks
Eleena

From: Woo, Henry
Sent: Tuesday, September 26, 2017 1:31 PM
To: Marley, Eleena
Cc: Buggey, Bryan
Subject: RE: Amazon HQ2 Proposal - Request for an NDA for Partner Organizations

Hi Eleena;

You will need to complete the attached "Invoice Request" form and forward to arcentral@vancouver.ca. A key thing to complete is what GL account you want the contribution booked to in SAP.

Henry

From: Marley, Eleena
Sent: Tuesday, September 26, 2017 1:17 PM
To: Woo, Henry
Cc: Buggey, Bryan
Subject: FW: Amazon HQ2 Proposal - Request for an NDA for Partner Organizations

Hi Henry,

See below for the various funders – Bryan to confirm remaining \$s.

S.17(1)

We will receive a contribution agreement from the Province later today which should contain their preferred payment mechanism. Will keep you posted on this so you can manage the payment process.

Best
Eleena

S.14

From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>
To: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Jong, Teresa" <Teresa.Jong@vancouver.ca>
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Ingrid Valou" <IValou@vancouvereconomic.com>
Date: 9/28/2017 11:42:46 AM
Subject: RE: Amazon HQ2 Steerign Committee scheduling

I think there may have been a miscommunication. My email said SCom (Steering Committee) and not coms.

Totally agree with your approach Tania and 'hello'
E

From: Tania Parisella [mailto:TParisella@vancouvereconomic.com]
Sent: Thursday, September 28, 2017 11:24 AM
To: Marley, Eleena; Jong, Teresa
Cc: Buggy, Bryan; Ingrid Valou
Subject: RE: Amazon HQ2 Steerign Committee scheduling

Hi,

We are not scheduling comms calls on this project. I am not sure where this came from and what the expectation is but as far as I know, there is no comms committee.

We have been fielding media calls here and that's the extent of it for time being.

Eventually we will discuss making the proposal public or not and we can confer with the Steering Committee on that front.

Let me know if I have somehow missed anything on that.

Thanks

Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: 604 336 8013

From: Bryan Buggy
Sent: Wednesday, September 27, 2017 9:18 AM
To: Eleena Marley <Eleena.Marley@vancouver.ca>; Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Jong, Teresa <Teresa.Jong@vancouver.ca>; Jamie Warren <JWarren@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Subject: RE: Amazon HQ2 Steerign Committee scheduling

Hi Eleena...copying Ingrid and Tania here. One of them will let you know our Comms approach.

bb

From: Marley, Eleena [mailto:Eleena.Marley@vancouver.ca]
Sent: Tuesday, September 26, 2017 8:57 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Jong, Teresa <Teresa.Jong@vancouver.ca>; Jamie Warren <JWarren@vancouvereconomic.com>
Subject: Amazon HQ2 Steerign Committee scheduling

Hi VEC team,

Teresa (Sadhu's EA) understood that your team are in the process of scheduling the Amazon SCom weekly sessions. Can you confirm whether this is correct and whether you need support from COV.

Please include me on the invites

Thanks

Eleena

Eleena Marley | Manager, Strategic Business Relationships
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
Desk: 604.673.8223 | mobile: 604.367.5991
eleena.marley@vancouver.ca



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From: "Bryan Buggy"

To: "Katrina Purcell" <KPurcell@vancouvereconomic.com>

CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>

Date: 9/22/2017 11:01:18 AM

Subject: Re: Amazon HQ2 update: 8:30pm update

I'm planning for cost overruns and other expenses not covering the consultants. So will continue but focus on governments and institutions.

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From: Katrina Purcell

Sent: Friday, September 22, 2017 1:06:30 PM


To: Bryan Buggy

Cc: James Raymond; Tania Parisella; Sean Elbe; Ian McKay

Subject: RE: Amazon HQ2 update: 8:30pm update

Hi Bryan,

s.13(1), s.17(1)



Thoughts?

Katrina

From: James Raymond

Sent: Friday, September 22, 2017 10:02 AM

To: Katrina Purcell <KPurcell@vancouvereconomic.com>

Subject: FW: Amazon HQ2 update: 8:30pm update

From: Bryan Buggy

Sent: Thursday, September 21, 2017 9:04 PM

To: Sean Elbe <SElbe@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>

Subject: FW: Amazon HQ2 update: 8:30pm update

Thursday Update:

s.17(1)



The following have s.17(1) in and they are trying to get approval from Sr. Mgt.

s.17(1)



s.17(1)

The following I have been playing phone tag with. (I didn't want to put any requests in emails)

s.17(1)

The following I have not reached out to, yet, and may not.

s.17(1)

The following have declined:

s.17(1)

Also, the following are with others to call and I don't know the results:

s.17(1)

Bryan

From: Bryan Buggy

Sent: Wednesday, September 20, 2017 8:30 PM

To: Sean Elbe <SElbe@vancouvereconomic.com>; Ian McKay (IMcKay@vancouvereconomic.com) <IMcKay@vancouvereconomic.com>; Parisella, Tania (TParisella@vancouvereconomic.com) <TParisella@vancouvereconomic.com>; James Raymond (jraymond@vancouvereconomic.com) <jraymond@vancouvereconomic.com>

Subject: RE: Amazon HQ2 update: 8:30pm update

Thanks, Sean. So, here is where we are at now:

s.17(1)

The following have s.17(1) in and they are trying to get approval from Sr. Mgt.

s.17(1)

The following I have been playing phone tag with. (I didn't want to put any requests in emails)

s.17(1)

The following I have not reached out to, yet, and may not.

s.17(1)

Also, the following are with others to call and I don't know the results:

s.17(1)

Bryan

From: Sean Elbe

Sent: Wednesday, September 20, 2017 6:37 PM

To: Bryan Buggy <BBuggy@vancouvereconomic.com>

Cc: James Raymond <JRaymond@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>;

Ian McKay <IMcKay@vancouvereconomic.com>

Subject: Re: Amazon HQ2 update: 4pm update

s.17(1)

She suggested reaching out to KPU. And re: community amenities as incentives she suggested Science World and a new Surrey Museum for Interactive Art.

Sean

Sent from my iPhone

On Sep 19, 2017, at 12:22 PM, Bryan Buggy <BBuggy@vancouvereconomic.com> wrote:

Update:

s.17(1)

From: Bryan Buggy

Sent: Tuesday, September 19, 2017 5:51 AM

To: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>

Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>; Katrina Purcell <KPurcell@vancouvereconomic.com>

Subject: RE: Amazon HQ2 update: 4pm update

Here is a refinement on that list below.

s.17(1)

s.17(1)



From: Ian McKay
Sent: Monday, September 18, 2017 4:37 PM
To: Bryan Buggey <BBuggey@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>; Katrina Purcell <KPurcell@vancouvereconomic.com>
Subject: Re: Amazon HQ2 update: 4pm update

Folks,
Discreetly we now have s.17(1) Let's rake in other partners and make some dough on this.
I will try to get deloitte to s.17(1)
Thanks for doing the due diligence today.

From: James Raymond
Sent: Monday, September 18, 2017 7:01:14 PM
To: Ian McKay; Bryan Buggey
Cc: Tania Parisella; Sean Elbe; Courtney Crichton; Katrina Purcell
Subject: Amazon HQ2 update: 4pm update

- Team reviewed bids, Deloitte were unanimous winner (see attached)
- s.17(1) (not inc design work which hopefully Claire could take on)
- City will handle all RFQ related process eg communicating and negotiating with proponents if need be
- Ian to attempt to ascertain with enough confidence for us to go with some form of Deloitte's package

Ian if it helps here's how it *could* pan out:

s.17(1)



Maybe others s.17(1) could chip in...

JAMES RAYMOND

Manager, Research & Analysis

P: 604 336 8021| C: 778 788 7721

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From: "Paul Holden" <paul@bbot.ca>
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
Date: 9/27/2017 10:46:33 AM
Subject: RE: Amazon HQ2 Update

Thanks Bryan

Paul Holden
President & CEO
Burnaby Board of Trade
201-4555 Kingsway
Burnaby, BC
V5H 4T8

www.bbot.ca

604-412-0100 (1104)

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From: Bryan Buggey [mailto:BBuggey@vancouvereconomic.com]
Sent: September-26-17 2:18 PM
To: Paul Holden
Subject: Amazon HQ2 Update

Paul...I wanted to share this email with you that was sent out yesterday.

Bryan

Dear All,

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

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 start up 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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Vancouver, BC V6B 5A1
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INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: [Lilova, Neonila <NLilova@richmond.ca>](mailto:NLilova@richmond.ca)
To: ["Bryan Buggy" <BBuggey@vancouvereconomic.com>](mailto:BBuggey@vancouvereconomic.com)
Date: 9/27/2017 10:45:51 AM
Subject: Re: Amazon HQ2

(Sorry, trigger happy). I am sure it will all work out in the end, one way or another.

Thanks Bryan,
Neonila

On Sep 27, 2017, at 10:44 AM, Lilova, Neonila
<NLilova@richmond.ca<mailto:NLilova@richmond.ca>> wrote:

Aaahhh - negotiating is fun!

On Sep 27, 2017, at 10:43 AM, Lilova, Neonila
<NLilova@richmond.ca<mailto:NLilova@richmond.ca>> wrote:

s.17(1)



On Sep 27, 2017, at 10:22 AM, Bryan Buggy
<BBuggey@vancouvereconomic.com<mailto:BBuggey@vancouvereconomic.com>> wrote:

New Westminster is in unconditionally. This is true for all others, too. (Although I'll ask Ian about Surrey.)

Get Outlook for iOS<<https://aka.ms/o0ukef>>

From: Lilova, Neonila <NLilova@richmond.ca<mailto:NLilova@richmond.ca>>
Sent: Wednesday, September 27, 2017 1:13:21 PM
To: Bryan Buggy
Subject: Re: Amazon HQ2

s.17(1)



Thanks,
Neonila

On Sep 27, 2017, at 9:23 AM, Bryan Buggy
<BBuggey@vancouvereconomic.com<mailto:BBuggey@vancouvereconomic.com><mailto:BBuggey@vancouvereconomic.com>> wrote:

s.17(1)



s.17(1)

bb

-----Original Message-----

From: Lilova, Neonila [mailto:NLilova@richmond.ca]

Sent: Wednesday, September 27, 2017 8:37 AM

To: Bryan Buggey

<BBuggey@vancouvereconomic.com<mailto:BBuggey@vancouvereconomic.com><mailto:BBuggey@vancouvereconomic.com>>

Cc: Aisling Geaney

<ageaney@vancouvereconomic.com<mailto:ageaney@vancouvereconomic.com><mailto:ageaney@vancouvereconomic.com>>

Subject: Re: Amazon HQ2

Hi Bryan,

We can do this after the bid goes out and yes, a simple invoice would suffice. s.17(1)

s.17(1)

Thanks,
Neonila

On Sep 27, 2017, at 8:31 AM, Bryan Buggey

<BBuggey@vancouvereconomic.com<mailto:BBuggey@vancouvereconomic.com><mailto:BBuggey@vancouvereconomic.com><mailto:BBuggey@vancouvereconomic.com>> wrote:

Hi Neonila;

s.17(1)

Or do you require some other kind of paperwork? Please advise.

Bryan

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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<image004.png>

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From:	"James Raymond"
To:	"Bryan Buggy" <BBuggey@vancouvereconomic.com>
CC:	"Tania Parisella" <TParisella@vancouvereconomic.com> "Ian McKay" <IMcKay@vancouvereconomic.com>
Date:	10/15/2017 1:55:40 PM
Subject:	RE: Amazon HQ2 RFP Response Storyboard v3.5.docx

Thanks for these Bryan. Good comments, some we have already addressed since Fri, some I'll do my best on

I'll send out an updated [designed] version later today

From: Bryan Buggy
Sent: Sunday, October 15, 2017 1:17 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Hi James...I have reviewed the draft and included my feedback on the content below followed by what I believe is missing at the end.

Bryan's feedback on draft:

s.13(1)



s.13(1)



Some things missing for me for your consideration:

s.13(1)



Overall, looking good. And fantastic material for future use.

Bryan

From: James Raymond
Sent: Friday, October 13, 2017 6:04 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggiey <BBuggiey@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Fw: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx.

[Here's an easier version to read with no markups](#)

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Sent: Friday, October 13, 2017 6:02 PM
To: James Raymond; Claire Campbell
Cc: Shutsa, Christopher (CA - British Columbia); Corner, Tom (CA - British Columbia)
Subject: RE: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

[Resending with tracked changes accepted. Cheers!](#)

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
City of Vancouver - FOI File 2017-491

Page 1458 of 2802

Sent: Friday, October 13, 2017 5:58 PM

To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Claire Campbell <ccampbell@vancouvereconomic.com>

Cc: Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>

Subject: Re: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

My version still has tracked changes? Can you accept all and resend pl

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Khan, Farah (CA - British Columbia)

Sent: Friday, October 13, 2017 5:13 PM

To: Claire Campbell

Cc: James Raymond; Shutsa, Christopher (CA - British Columbia)

Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,
Farah

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From: "Aisling Geaney"
To: "Bethany Edmunds" <Bethany_Edmunds@bcit.ca>
CC: "Sean Elbe" <SElbe@vancouvereconomic.com>
"Bryan Buggy" <BBuggey@vancouvereconomic.com>
Date: 10/3/2017 5:33:30 PM
Subject: RE: BCIT:VEC - Amazon HQ2 Bid

Hi Bethany,

No problem, will do. Can you let me know the full address I should use on the invoice?

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Bethany Edmunds [mailto: Bethany_Edmunds@bcit.ca]
Sent: Tuesday, October 3, 2017 1:35 PM
To: Aisling Geaney <ageaney@vancouvereconomic.com>
Cc: Sean Elbe <SElbe@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: RE: BCIT:VEC - Amazon HQ2 Bid

Hello Aisling,

An invoice would be sufficient. Please feel free to send it to me and I will forward it on to the appropriate department.

Thank you.

Bethany Edmunds, PhD
Associate Dean, Computing
British Columbia Institute of Technology
T: 604.432.8373 | C: 778.928.0104
bcit.ca/computing



—
EDUCATION
FOR A COMPLEX WORLD.

From: Aisling Geaney [mailto:ageaney@vancouvereconomic.com]
Sent: Tuesday, October 03, 2017 12:24 PM
To: Bethany Edmunds <Bethany_Edmunds@bcit.ca>
Cc: Sean Elbe <SElbe@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: BCIT:VEC - Amazon HQ2 Bid

Hi Bethany,

Hope you are well. I am just reaching out in relation to the below. Do you require a contract or is an invoice sufficient? Given the quick turnaround of the Amazon HQ2 work, most of our partners are favouring just an invoice.

Could you also advise if I should send the documentation to you or do you have an Accounting department that I should direct it to?

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Sean Elbe
Sent: September-21-17 3:51 PM
To: 'Bethany Edmunds' <Bethany_Edmunds@bcit.ca>
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>; Ian McKay (IMcKay@vancouvereconomic.com) <IMcKay@vancouvereconomic.com>
Subject: RE: Quick touch base

Hi Bethany,

Many thanks for your support. Adding Aisling, who will be in touch for when we're ready to share an agreement.

Sean

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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Vancouver, BC V6B 5A1
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From: Bethany Edmunds [mailto:Bethany_Edmunds@bcit.ca]
Sent: September-21-17 3:49 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: RE: Quick touch base

Sean,

Nice to talk to you today. BCIT would be happy to be an academic sponsor of the bid for Amazon HQ2. Please let me know what you need from me in terms of next steps.

Have a nice day.

Bethany Edmunds, PhD

Associate Dean, Computing

British Columbia Institute of Technology

T: 604.432.8373 | C: 778.928.0104

bcit.ca/computing



From: Sean Elbe [<mailto:SElbe@vancouvereconomic.com>]
Sent: Thursday, September 21, 2017 9:39 AM
To: Bethany Edmunds <Bethany_Edmunds@bcit.ca>
Subject: RE: Quick touch base

A call when you're read. I'm at 604.603.6093

From: Bethany Edmunds [mailto:Bethany_Edmunds@bcit.ca]
Sent: September-21-17 9:39 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Re: Quick touch base

\u8203 ?Sure. Are you thinking a phone call or meeting?

Bethany Edmunds, Ph.D.

Associate Dean, BCIT Computing

British Columbia Institute of Technology

T: 778.928.0104 | W: bcit.ca/computing

From: Sean Elbe <SElbe@vancouvereconomic.com>

Sent: Thursday, September 21, 2017 9:27 AM

To: Bethany Edmunds

Subject: Quick touch base

Hi Bethany,

Do you have a moment to connect on the Amazon bid?

Thanks!

Sean

SEAN ELBE

Sector Development Manager, Technology

P: 604 336 8027 | C: 604 603 6093

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From: "Foofat, Sabina" <Sabina.Foofat@vancouver.ca>
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
CC: "Robertson, Chris" <chris.robertson@vancouver.ca>
Date: 9/19/2017 12:39:21 PM
Subject: RE: Can you confirm an Amazon HQ2 question

Hi Bryan,

Yes, this is very helpful. Thank you!
Sabina

From: Buggy, Bryan
Sent: Tuesday, September 19, 2017 12:38 PM
To: Foofat, Sabina
Subject: RE: Can you confirm an Amazon HQ2 question

Yes, co-ops are important. Amazon has spoken to us directly about this for years. In the last year we have lobbied the government to fund more of these programs and they have responded. UBC, SFU and U-Vic are ramping up. The question is whether it will be enough.

Does this help?

bb

From: Foofat, Sabina [<mailto:Sabina.Foofat@vancouver.ca>]
Sent: Tuesday, September 19, 2017 12:34 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Can you confirm an Amazon HQ2 question

Hi Bryan,

Chris Robertson has asked me to see if you can confirm a question for us. It involves a discussion he attended where Post-secondary institutions were talking about the Amazon HQ2 RFP – there was some discussion around Amazon preferring a city where Post-secondary institutions have strong co-op programs.

I'm reading through the content I can find on line, but I thought I'd check to see if you are familiar with this concept.

I appreciate your thoughts,

Sabina FooFat, RPP, MCIP
Planner | City-wide and Regional Division
City of Vancouver | [p] 604-873-7926
[e] sabina.foofat@vancouver.ca

From: "Bryan Buggy"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 9/22/2017 9:07:09 AM
Subject: Re: Chair for tomorrow?

Thanks. I pinged by BBM last night but no response.

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From: James Raymond
Sent: Friday, September 22, 2017 12:04:17 PM
To: Bryan Buggy
Subject: RE: Chair for tomorrow?

I'd love to know how it went...

Will ask him when I see him today

From: Bryan Buggy
Sent: Thursday, September 21, 2017 7:51 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: Re: Chair for tomorrow?

Oh. I was going to call Ian for an update. So no news?

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From: James Raymond
Sent: Thursday, September 21, 2017 10:09:13 PM
To: Bryan Buggy
Subject: Re: Chair for tomorrow?

So fyi this got moved at last minute to city hall, so I didn't get to attend...

No idea what happened or what was agreed. I have a draft MOU with city edits ready to go

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Bryan Buggy
Sent: Wednesday, September 20, 2017 2:52 PM
To: James Raymond; Ian McKay
Subject: RE: Chair for tomorrow?

Yes, please, James. But the committee needs to come up with an agreed upon process for how sites are selected. We should submit no more than 3 even if 12 are collected. And it should be the best 3. So, shouldn't this be on the agenda and then the MOU is written once terms are agreed upon? Or has this already been done by Sadhu/Vince?

Bryan

From: James Raymond
Sent: Wednesday, September 20, 2017 2:21 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Chair for tomorrow?

Just spoken with Eleena. Will spare most details but she strongly suggests we invite s.17(1) etc to chair the bid & meeting tomorrow. Or if not have an alternative (eg you Ian)

Also suggests we draft a MOU for all funders/partners to sign, stating that all are expected to provide timely data /information, and due to the nature of the HQ2 bid that it is understood that every data point or site location will make the final proposal

I think this is a good idea, I can start drafting one if you agree

From: Ian McKay
Sent: Wednesday, September 20, 2017 1:54 PM
To: Bryan Buggy <BBUGGEY@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>
Subject: RE: MEMORANDUM September 19th to Council

Sadhu s.17(1) called the meeting for tomorrow, here. I have called Brian Krieger twice. Continue with other funding calls, as we will need the resources on this. Just that the immediate urgency is no longer there.

--

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

From: Bryan Buggy
Sent: September-20-17 1:51 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>
Subject: RE: MEMORANDUM September 19th to Council

The steering committee is tomorrow? I have a scheduled call with Brian Krieger to discuss governance on Friday afternoon. Shall I call him and get him there? Or the DM?

And can you provide any direction on what I should do about funding from other partners? Keep going? I have a round of follow-up calls coming.

Finally, any thoughts on how we "include" s.17(1)

Bryan

From: Ian McKay
Sent: Wednesday, September 20, 2017 1:47 PM
To: Bryan Buggy <BBUGGEY@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>
Subject: RE: MEMORANDUM September 19th to Council

s.17(1) and is thereby at the steering committee. First meeting tomorrow at 4 at vec. Still waiting confirmation on the Province rep/

--

IAN McKAY
CEO

From: Bryan Buggy
Sent: September-20-17 1:28 PM
To: James Raymond <JRaymond@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>
Subject: RE: MEMORANDUM September 19th to Council

Regarding Bid Governance:

s.13(1)



Having James work with Deloitte to draft MOU is a sound idea.

Thoughts everyone?
Bryan

From: James Raymond
Sent: Wednesday, September 20, 2017 11:59 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Subject: Re: MEMORANDUM September 19th to Council

Pl advise how you want to play this.

Eg I can ask Deloitte to develop a MOU

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Marley, Eleena
Sent: Wednesday, September 20, 2017 10:44 AM
To: Bryan Buggy; Ian McKay
Cc: James Raymond
Subject: RE: MEMORANDUM September 19th to Council

Agreed. Sadhu and I discussed the following;

s.13(1)



Can you work with Deloitte to develop a short Governance framework / MOU that each party can endorse?

Happy to discuss – James, I'm free 12:30 onwards today
Eleena

From: Buggy, Bryan
Sent: Wednesday, September 20, 2017 10:32 AM
To: Marley, Eleena; Ian McKay
Cc: James Raymond
Subject: Re: MEMORANDUM September 19th to Council

Thanks for this, Eleena. After my talks with Surrey, we will want to show them some kind of inclusive governance approach before they are willing to commit. Although I'm sure Sadhu will have some success.

Bryan

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From: Marley, Eleena <Eleena.Marley@vancouver.ca>
Sent: Wednesday, September 20, 2017 1:20:25 PM
To: Ian McKay
Cc: James Raymond; Bryan Buggy
Subject: RE: MEMORANDUM September 19th to Council

Ian,

Thanks for the Council, memo, see attached for a version I edited yesterday.

This morning I spoke to Sadhu and Paul M and they suggested the following elements for you to incorporate ahead of issuing to Council:

s.13(1)

Also, Sadhu will call the Surrey City Manager today to discuss s.17(1) and role. The premise is to set up a bid steering committee to meet circa weekly consisting of s.17(1)
s.17(1) I will speak to James later today to co-develop a Bid governance structure

Eleena

From: Ian McKay [<mailto:IMcKay@vancouvereconomic.com>]
Sent: Tuesday, September 19, 2017 1:58 PM
To: Marley, Eleena
Subject: MEMORANDUM September 19th to Council

Eleena,
First crack at a memo to council – grateful for comments on format/content from those more familiar with these.
Grateful if you could share with Sadhu and others for review.

Ian

From: "Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>
CC: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>
"Bryan Buggiey" <BBuggiey@vancouvereconomic.com>
Date: 10/2/2017 11:46:34 AM
Subject: RE: s.17(1)

James, thank you for looping us in, sounds promising. Doug and I will be on the s.17(1) call tomorrow (along with our national Infrastructure lead) and we will bring this up with them. Other items we will cover on the call are s.17(1), s.21(1)

Are you interested in being on the call?

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, October 2, 2017 11:34 AM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Bryan Buggiey <BBuggiey@vancouvereconomic.com>
Subject: Fw: s.17(1)
Importance: High

See below

Who is meeting with s.17(1) tomorrow?

s.13(1), s.17(1)

One of our team eg bryan could attend/support

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bracewell, Dale <dale.bracewell@vancouver.ca>
Sent: Monday, October 2, 2017 11:23 AM
To: James Raymond
Subject: RE: s.17(1)

James,

As discussed, the two key leads are:

s.17(1)

Cheers,
Dale

Dale Bracewell, MAsC, PEng
Manager, Transportation Planning
604-871-6440

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Monday, October 02, 2017 10:25 AM
To: Bracewell, Dale
Subject: RE: s.17(1)
Importance: High

Hi Dale

I've been asked to get more information on the discussions already held. Can you let me know who the entrepreneurs are, and what the conversations with s.17(1) have been (and next steps)? Can you connect them to me?

Everything is of course confidential.

The team are meeting with s.17(1) tomorrow so time is of the essence

From: James Raymond
Sent: Monday, October 2, 2017 8:46 AM
To: 'Bracewell, Dale' <dale.bracewell@vancouver.ca>; LaClaire, Lon <lon.laclaire@vancouver.ca>
Cc: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; 'Corner, Tom (CA - British Columbia)' <tcornet@deloitte.ca>
Subject: RE: s.17(1)

Thanks for this Dale, I'm ccing the team at Deloitte to see what they think the best next step would be. Perhaps a concerted push with Amazon HQ2 as the hook?

s.17(1)

From: Bracewell, Dale [<mailto:dale.bracewell@vancouver.ca>]
Sent: Sunday, October 1, 2017 6:59 AM
To: James Raymond <JRaymond@vancouvereconomic.com>; LaClaire, Lon <lon.laclaire@vancouver.ca>
Subject: RE: s.17(1)

s.13(1), s.17(1)

s.13(1), s.17(1)

Are you interested in me asking if they connect with you as a next step?

s.13(1), s.17(1)

. You and I should connect more on that front.

Cheers,

Dale

Dale Bracewell, MAsC, PEng
Manager, Transportation Planning
604-871-6440

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Friday, September 29, 2017 4:47 PM
To: LaClaire, Lon
Cc: Bracewell, Dale
Subject: Re: s.17(1)

s.17(1)

Will try our best to get you the funding you need!

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: LaClaire, Lon
Sent: Friday, September 29, 2017 4:36 PM
To: James Raymond
Cc: Bracewell, Dale
Subject: RE: s.17(1)

Hi James,

s.17(1)

I've copied Dale for any other suggestions.

Lon

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Friday, September 29, 2017 12:10 PM
To: LaClaire, Lon
Cc: Beaton, Douglas (CA - British Columbia); Corner, Tom (CA - British Columbia)
Subject: RE: s.17(1)

s.17(1)

s.17(1)

How would we go about getting this commitment?

From: LaClaire, Lon [<mailto:lon.laclaire@vancouver.ca>]
Sent: Friday, September 29, 2017 11:29 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: s.17(1)

s.17(1)

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 3:12 PM
To: LaClaire, Lon
Subject: s.17(1)
Importance: High

Hi Lon

I'm project managing the bid for Amazon HQ2. s.17(1)

s.17(1)

Know a long shot but we might be able to get a commitment statement from those in charge

Thanks
James

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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Vancouver, BC V6B 5A1
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From: [Lilova, Neonila <NLilova@richmond.ca>](mailto:NLilova@richmond.ca)
To: ["Aisling Geaney" <ageaney@vancouvereconomic.com>](mailto:ageaney@vancouvereconomic.com)
CC: ["Bryan Bugey" <BBuggey@vancouvereconomic.com>](mailto:BBuggey@vancouvereconomic.com)
Date: 10/19/2017 3:23:06 PM
Subject: Re: City of Richmond: Amazon HQ2

Thanks, I will await a copy of the final proposal before remitting the payment.

Neonila

On Oct 19, 2017, at 3:06 PM, Aisling Geaney
<ageaney@vancouvereconomic.com<<mailto:ageaney@vancouvereconomic.com>>> wrote:

Hi Neonila,

Hope you are well. Thank you for agreeing to contribute to the development of the Amazon HQ2 bid, we really appreciate the City of Richmond's help on this initiative. Please see attached the invoice in relation to this. Any questions, please let me know.

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com<<mailto:ageaney@vancouvereconomic.com>>

<image001.png>

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1

Website<<http://www.vancouvereconomic.com/>> | Blog<<http://www.vancouvereconomic.com/blog>> |
Twitter<<https://twitter.com/vaneconomic>>

-----Original Message-----

From: Lilova, Neonila [<mailto:NLilova@richmond.ca>]
Sent: Wednesday, September 27, 2017 8:37 AM
To: Bryan Bugey
<BBuggey@vancouvereconomic.com<<mailto:BBuggey@vancouvereconomic.com>>>
Cc: Aisling Geaney
<ageaney@vancouvereconomic.com<<mailto:ageaney@vancouvereconomic.com>>>
Subject: Re: Amazon HQ2

Hi Bryan,

We can do this after the bid goes out and yes, a simple invoice would suffice.

s.17(1)

Thanks,

Neonila

On Sep 27, 2017, at 8:31 AM, Bryan Buggey
<BBUGgey@vancouvereconomic.com<mailto:BBUGgey@vancouvereconomic.com<mailto:BBUGgey@vancouvereconomic.com%3cmmailto:BBUGgey@vancouvereconomic.com>>> wrote:

Hi Neonila;

Are you ok if we just send you a simple invoice for the HQ2 bid contribution? Or do you require some other kind of paperwork? Please advise.

Bryan

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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<image001.png><<https://twitter.com/vaneconomic>> <image002.png><<https://www.facebook.com/VanEconomic>> <image003.png><<https://www.linkedin.com/company/vancouver-economic-development-commission>>

<image004.png>

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<Invoice to City of Richmond re Amazon HQ2.pdf>
<Direct Deposit Form 2017.pdf>



From: "Hilts, David \ (CA - Toronto)" <dhilts@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"George PR Benson" <gbenson@vancouvereconomic.com>
"Courtney Crichton" <CCrichton@vancouvereconomic.com>
Date: 10/11/2017 10:41:03 AM
Subject: RE: Clarification around owning vs leasing options for HQ2

I would suggest a minimum 10 year or 15 year lease analysis – as any deal would likely be a 10 year lease with 3X5's.

Also, please clarify what you mean by likely increase in land values. Timing?

Dave Hilts

Deloitte
Direct: 604-908-8242
www.deloitte.ca

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 11, 2017 1:03 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Hilts, David (CA - Toronto) <dhilts@deloitte.ca>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; George PR Benson <gbenson@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>
Subject: FW: Clarification around owning vs leasing options for HQ2
Importance: High

Confirming that Amazon have no preference for owning vs leasing See reply from them below

David – please can you confirm the formula for how we calculate 'Capital Investment' for purchasable and leasable sites (eg do we use a 10 year lease cost estimate?). George can work on this with you, but he needs your decision on this

My colleague Courtney also suggests we include a value for the likely increase in land value of sites, should Amazon wish to buy. (This also can act as a huge incentive/advantage for us given the massive rise in Vancouver land values). Thoughts on this?

From: Sullivan, Holly [mailto:hollyss@amazon.com]
Sent: Wednesday, October 11, 2017 9:46 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: FW: Clarification around owning vs leasing options for HQ2

James, thank you for your email. We have no preference and would encourage you to include this type of information in your response. We will want to understand the overall cost of development and this will help guide us on what is best in the long run.

Please let me know if you have any additional questions.

Thanks,
Holly

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]

Sent: Tuesday, October 10, 2017 5:36 PM

To: amazonhq2 **s.15(1)(l)**

Subject: Clarification around owning vs leasing options for HQ2

Dear Amazon

The Vancouver region had a point of clarification regarding the desired ownership structure that Amazon is looking for in sites that are put forward. Based on the language in the RFP that talks about 'acquisition' and the building being "expandable" over time, we wanted to know if Amazon has any intention to lease property as part of its Phase 1, 2 or 3 expansion? We have had several local land stakeholders come forward with leasing opportunities that may fit the Amazon needs within the context of Phase 1, 2 or 3. Will all opportunities to both buy and lease be considered within their bid, or is it best for us to focus on situations where Amazon will be able to purchase and develop the land as a single holder in the long-term?

Thank you for clarifying

James

JAMES RAYMOND

Project Manager, Amazon HQ2 Proposal

P: 604 336 8021 | C: 778 788 7721

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Vancouver, BC V6B 5A1

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From: "James Raymond"
To: [Lilova, Neonila <NLilova@richmond.ca>](mailto:NLilova@richmond.ca)
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/2/2017 8:48:34 AM
Subject: RE: CONFIDENTIAL RFP - Amazon HQ2 Sites

Thanks Neonila- this is great!

-----Original Message-----

From: Lilova, Neonila [mailto:NLilova@richmond.ca]
Sent: Saturday, September 30, 2017 10:50 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>; dbeaton@deloitte.ca
Subject: Fwd: CONFIDENTIAL RFP - Amazon HQ2 Sites

FYI

Begin forwarded message:

From: "Lilova, Neonila" <NLilova@richmond.ca<<mailto:NLilova@richmond.ca>>>
To: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca<<mailto:tcorner@deloitte.ca>>>
Subject: FW: CONFIDENTIAL RFP - Amazon HQ2 Sites

Tom,

s.17(1)
s.17(1) Please confirm receipt and readability of the attached. If you need to copy and paste any of the information, please access the same document in Word format here: [https://s.15\(1\)\(l\)](https://s.15(1)(l))

Please contact me at any time at the numbers below with any questions on the attached or with any additional information requirements at this time.

I anticipate that, considering the size of this project, much of the talent, demographic, cultural, lifestyle, etc. information on the region will be for all of Metro Vancouver and will be centrally developed by Deloitte. Should you need specific information on these parameters for Richmond, please let me know.

Also, kindly advise next steps in the process of identifying the solutions that will form the final regional bid to Amazon. We would be pleased to participate and contribute in any way possible towards a compelling and competitive regional bid.

Regards,

Neonila Lilova, MBA
Economic Development Manager
City of Richmond
604-247-4934

Visit www.businessinrichmond.ca<<http://www.businessinrichmond.ca>>
Follow @RichmondEDO<<https://twitter.com/RichmondEDO>>

From: Duncan,George
Sent: Tuesday, 26 September 2017 16:05
To: Lilova,Neonila
Subject: Fwd: CONFIDENTIAL RFP - Amazon HQ2 Sites

FYI

George C Duncan
Chief Administrative Officer
City of Richmond

President & CEO
Richmond Olympic Oval

Begin forwarded message:

From: "Johnston, Sadhu"

<Sadhu.Johnston@vancouver.ca<mailto:Sadhu.Johnston@vancouver.ca>>

Date: September 26, 2017 at 3:46:53 PM PDT

To: "'juli.kolby@anmore.com<mailto:juli.kolby@anmore.com>'"

<juli.kolby@anmore.com<mailto:juli.kolby@anmore.com>>,

"ldysart@belcarra.ca<mailto:ldysart@belcarra.ca>"

<ldysart@belcarra.ca<mailto:ldysart@belcarra.ca>>,

"klalonde@bimbc.ca<mailto:klalonde@bimbc.ca>"

<klalonde@bimbc.ca<mailto:klalonde@bimbc.ca>>,

"Lambert.Chu@burnaby.ca<mailto:Lambert.Chu@burnaby.ca>"

<Lambert.Chu@burnaby.ca<mailto:Lambert.Chu@burnaby.ca>>,

"Carol.Mason@metrovanvancouver.org<mailto:Carol.Mason@metrovanvancouver.org>"

<Carol.Mason@metrovanvancouver.org<mailto:Carol.Mason@metrovanvancouver.org>>,

"psteblin@coquitlam.ca<mailto:psteblin@coquitlam.ca>"

<psteblin@coquitlam.ca<mailto:psteblin@coquitlam.ca>>,

"gharvie@corp.delta.bc.ca<mailto:gharvie@corp.delta.bc.ca>"

<gharvie@corp.delta.bc.ca<mailto:gharvie@corp.delta.bc.ca>>,

"fcheung@langleycity.ca<mailto:fcheung@langleycity.ca>"

<fcheung@langleycity.ca<mailto:fcheung@langleycity.ca>>,

"mbakken@tol.ca<mailto:mbakken@tol.ca>" <mbakken@tol.ca<mailto:mbakken@tol.ca>>,

"admin@lionsbay.ca<mailto:admin@lionsbay.ca>"

<admin@lionsbay.ca<mailto:admin@lionsbay.ca>>,

"pgill@mapleridge.ca<mailto:pgill@mapleridge.ca>"

<pgill@mapleridge.ca<mailto:pgill@mapleridge.ca>>,

"lspitale@newwestcity.ca<mailto:lspitale@newwestcity.ca>"

<lspitale@newwestcity.ca<mailto:lspitale@newwestcity.ca>>,

"ktollstam@cnv.org<mailto:ktollstam@cnv.org>" <ktollstam@cnv.org<mailto:ktollstam@cnv.org>>,

"StuartD@dnv.org<mailto:StuartD@dnv.org>" <StuartD@dnv.org<mailto:StuartD@dnv.org>>,

"mroberts@pittmeadows.bc.ca<mailto:mroberts@pittmeadows.bc.ca>"

<mroberts@pittmeadows.bc.ca<mailto:mroberts@pittmeadows.bc.ca>>,

"leeburnj@portcoquitlam.ca<mailto:leeburnj@portcoquitlam.ca>"

<leeburnj@portcoquitlam.ca<mailto:leeburnj@portcoquitlam.ca>>,

"tsavoie@portmoody.ca<mailto:tsavoie@portmoody.ca>"

<tsavoie@portmoody.ca<mailto:tsavoie@portmoody.ca>>,

"gduncan@richmond.ca<mailto:gduncan@richmond.ca>"

<gduncan@richmond.ca<mailto:gduncan@richmond.ca>>,

"VALalonde@surrey.ca<mailto:VALalonde@surrey.ca>"

<VALalonde@surrey.ca<mailto:VALalonde@surrey.ca>>,

"tfletcher@tsawwassenfirstnation.com<mailto:tfletcher@tsawwassenfirstnation.com>"

<tfletcher@tsawwassenfirstnation.com<mailto:tfletcher@tsawwassenfirstnation.com>>, "Johnston,

Sadhu" <Sadhu.Johnston@vancouver.ca<mailto:Sadhu.Johnston@vancouver.ca>>,
"nleemhuis@westvancouver.ca<mailto:nleemhuis@westvancouver.ca>"
<nleemhuis@westvancouver.ca<mailto:nleemhuis@westvancouver.ca>>,
"dbottrill@whiterockcity.ca<mailto:dbottrill@whiterockcity.ca>"
<dbottrill@whiterockcity.ca<mailto:dbottrill@whiterockcity.ca>>
Cc: 'Ian McKay' <IMcKay@vancouvereconomic.com<mailto:IMcKay@vancouvereconomic.com>>,
"Marley, Eleena" <Eleena.Marley@vancouver.ca<mailto:Eleena.Marley@vancouver.ca>>,
"dbeaton@deloitte.ca<mailto:dbeaton@deloitte.ca>"
<dbeaton@deloitte.ca<mailto:dbeaton@deloitte.ca>>, "Diamandiev, Slavi (CA - British Columbia)"
<sdiamandiev@deloitte.ca<mailto:sdiamandiev@deloitte.ca>>
Subject: CONFIDENTIAL RFP - Amazon HQ2 Sites Greetings RAAC,

Further to my previous email, attached is the RFP for Amazon HQ2 Sites, which outlines the relevant criteria, deadline, and contacts for site selection. Please note the deadline for responses to Part B: Mandatory Site Information is September 29.

Tom Corner from Deloitte will be collecting the responses and here is his contact info:

Tom Corner

Manger, Economics and Policy Advisory, Deloitte

P: 604-640-3100

tcorner@deloitte.ca<mailto:tcorner@deloitte.ca>

Feel free to call me, Vince, or Ian if you have questions or comments.

Thanks,
Sadhu (with Vince and Ian)

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 | Sadhu.johnston@vancouver.ca<mailto:Sadhu.johnston@vancouver.ca>
Twitter: sadhuajohnston

From:	"Aisling Geaney"
To:	"Anderson, Dianne S JTT:EX" "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca> "Cowan, Jim JTT:EX" <Jim.Cowan@gov.bc.ca> "Yang-Mason, Gloria JTT:EX" <Gloria.Yang-Mason@gov.bc.ca>
CC:	"Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date:	10/12/2017 9:44:19 AM
Subject:	RE: Contract C18HQ2065 Amazon HQ2
Attachments:	Certificate of Liability Insurance - HMQ Province of BC - VEC - Contract No. C18HQ2065 - 2017-09-28 - 2017-10-19.pdf Province of BC Amazon Contract - Signed by VEC.pdf

Hi Dianne,

Please see attached the contract signed by VEC and the insurance certificate. I have also mailed the originals to you.

If there are any questions, please let me know.

Kind Regards,

Aisling Geaney

Senior Accountant

P: +1 (604) 336-8015

E: ageaney@vancouvereconomic.com



Suite 1500, 401 W. Georgia

Vancouver, BC V6B 5A1

[Website](#) | [Blog](#) | [Twitter](#)

From: Anderson, Dianne S JTT:EX [<mailto:Dianne.Anderson@gov.bc.ca>]

Sent: Tuesday, October 10, 2017 4:02 PM

To: Bryan Buggy <BBuggy@vancouvereconomic.com>

Cc: Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>; Cowan, Jim JTT:EX <Jim.Cowan@gov.bc.ca>; Yang-Mason, Gloria JTT:EX <Gloria.Yang-Mason@gov.bc.ca>

Subject: Contract C18HQ2065 Amazon HQ2

Importance: High

Good afternoon.

Please find attached the Shared Cost Arrangement Contract C18HQ2065 Amazon HQ2; and the FIN 173 Ministry Certificate of Insurance form.

Please print off two copies of the complete contract package. If you are in agreement, please sign in the appropriate location on page 10 (Recipient) and then return all of the pages to the mailing address noted below, as soon as possible, to my attention.

Please find attached the FIN 173 Certificate of Insurance document that must be presented to your insurance agent for completion in accordance with Schedule C Insurance of the contract. Please return the document upon execution to my attention as soon as possible.

Please return the original signed contract packages in full, as soon as possible, to my attention at the following address:

Ministry of Jobs, Trade and Technology
Business Services and Accountability
Suite 730 – 999 Canada Place
Vancouver, B.C. V6C 3E1

Upon receipt and execution of the Shared Cost Arrangement document by this office, a copy will be returned for your records.

If you have any questions, please don't hesitate to give me a call or email.

Thank you,

Dianne Anderson

Contract Manager

Business Services and Accountability

Management Services Division

Ministry of Jobs, Trade and Technology

Suite 730 – 999 Canada Place

Vancouver, British Columbia, V6C 3E1, Canada

Phone: 1-(604) 660-5886 Fax: 604-660-1320

Dianne.Anderson@gov.bc.ca



CERTIFICATE OF INSURANCE

Freedom of Information and Protection of Privacy Act

The personal information requested on this form is collected under the authority of and used for the purpose of administering the *Financial Administration Act*. Questions about the collection and use of this information can be directed to the Director, Client Services, Core Government and Crowns at 250 356-8915, PO Box 9405 STN PROV GOVT, Victoria BC V8W 9V1.

Please refer all other questions to the contact named in Part 1.

Part 1 To be completed by the Province

THIS CERTIFICATE IS REQUESTED BY and ISSUED TO (Name of office) Ministry of Jobs, Trade and Technology		AGREEMENT IDENTIFICATION NO. C18HQ2065	
PROVINCE'S CONTACT PERSON NAME & TITLE Dianne Anderson, Contract Mgr., Business Services and Accountability		PHONE NO. 604-660-5886	
MAILING ADDRESS Suite 730 - 999 Canada Place, Vancouver, B.C.		FAX NO. 604-660-1320	
CONTRACTOR NAME Vancouver Economic Commission		POSTAL CODE V6C 3E1	
CONTRACTOR ADDRESS Suite 1500 - 401 West Georgia Street, Vancouver, B.C.		POSTAL CODE V6B 5A1	

Part 2 To be completed by the Insurance Agent or Broker

INSURED	NAME City of Vancouver		
	ADDRESS 453 - 12th Avenue, Vancouver, BC		POSTAL CODE V5Y 1V4
OPERATIONS INSURED	PROVIDE DETAILS Metro Vancouver proposal for the location of Amazon's second North American headquarters for the term of September 28, 2017 to October 19, 2017		
TYPE OF INSURANCE <i>List each separately</i>	COMPANY NAME, POLICY NO. & BRIEF DESCRIPTION	EXPIRY DATE YYYY/MM/DD	LIMIT OF LIABILITY/AMOUNT
Commercial General Liability including Cross Liability	QBE Services Inc. on behalf of Certain Underwriters at Lloyd's ADDITIONAL INSURED(S): Her Majesty the Queen in Right of the Province of British Columbia represented by the Minister of Jobs, Trade and Technology	2018/07/01	\$2,000,000

This certificate certifies that policies of insurance described herein are in full force and effective as of the date of this certificate and comply with the insurance requirements of the Agreement identified above, except as follows:

AGENT OR BROKER COMMENTS:

The undersigned hereby certifies that the above policy is now in force and it is hereby agreed that the insurer shall endeavour to provide the certificate holder with 30 days notice of cancellation or material change but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents or representatives.

The City's insurance is primary and that any insurance or self-insurance maintained by the Province of British Columbia will be in excess and non-contributory.

AGENT OR BROKERAGE FIRM Willis Towers Watson	ADDRESS 1500-1095 W. Pender Street, Vancouver, BC V6E 2M6	PHONE NO. (604) 683-6831
NAME OF AUTHORIZED AGENT OR BROKER (PRINT) Paula Hardie	SIGNATURE OF AGENT OR BROKER ON BEHALF OF THE ABOVE INSURER(S) 	DATE SIGNED October 11, 2017

WILLIS CANADA INC.

**PROVINCE OF BRITISH COLUMBIA
MINISTRY OF JOBS, TRADE AND TECHNOLOGY**

SHARED COST ARRANGEMENT

THIS AGREEMENT dated for reference the 28 day of September, 2017

BETWEEN:

HER MAJESTY THE QUEEN IN RIGHT OF THE PROVINCE OF
BRITISH COLUMBIA, represented by the Minister of Jobs, Trade and
Technology

(the "Province")

OF THE FIRST PART

AND:

Vancouver Economic Commission
Suite 1500 – 401 West Georgia Street
Vancouver, B.C. V6B 5A1
Attn: Bryan Buggey
Director, Strategic Initiatives and Sector Development

(the "Recipient")

OF THE SECOND PART

The parties to this Agreement agree as follows:

SECTION 1 - DEFINITIONS

1. Where used in this Agreement:

- | | | |
|-----|--------------------------|--|
| (a) | "Financial Contribution" | means the total aggregate value stipulated in the Schedule B; |
| (b) | "Material" | means all findings, data, reports, documents, records and material, (both printed and electronic, including but not limited to, hard disk or diskettes), whether complete or otherwise, that have been produced, received, compiled or acquired by, or provided by or on behalf of the Province to, the Recipient as a direct result of this |

Agreement, but does not include property owned by the Recipient;

- (c) "Personal Information" means recorded information about an identifiable individual.
- (d) "Refund" means any refund or remission of Federal or provincial tax or duty available with respect to any items that the Province has paid for or agreed to pay for under this Agreement;
- (e) "Services" means the services described in Schedule A;
- (f) "Term" means the start and end date of the Agreement stipulated in Schedule A;

SECTION 2 - APPOINTMENT

- 2.01 The Province retains the Recipient to provide the Services during the Term, both described in Schedule "A".

SECTION 3 - PAYMENT OF A FINANCIAL CONTRIBUTION

- 3.01 Subject to the provisions of this Agreement, the Province will pay the Recipient, in the amount and manner, and at the times set out in Schedule "B" attached to this Agreement.
- 3.02 Notwithstanding any other provision of this Agreement the payment of the Financial Contribution by the Province to the Recipient pursuant to this Agreement is subject to:
- (a) there being sufficient monies available in an appropriation, as defined in the *Financial Administration Act* ("FAA"), to enable the Province, in any fiscal year when any payment of money by the Province to the Recipient falls due pursuant to this Agreement, to make that payment; and
 - (b) Treasury Board, as defined in the FAA, not having controlled or limited, pursuant to the FAA, expenditure under any appropriation referred to in subparagraph (a) of this paragraph.
- 3.03 The Recipient must:
- (a) apply for any Refund or remission of federal or provincial tax or duty available with respect to any items that the Province has paid for or agreed to pay for under this Agreement, and
 - (b) on receipt of the Refund, comply with the requirements concerning the use,

application or remittance of the Refund set out in Schedule "B" to this Agreement.

SECTION 4 - REPRESENTATIONS AND WARRANTIES

- 4.01. The Recipient represents and warrants to the Province with the intent that the Province will rely thereon in entering into this Agreement that:
- (a) all information, financial statements, documents and reports furnished or submitted by it to the Province in connection with this Agreement are true and correct;
 - (b) it has no knowledge of any fact that materially adversely affects, or so far as it can foresee, might materially adversely affect, its properties, assets, condition (financial or otherwise), business or operations or its ability to fulfill its obligations under this Agreement;
 - (c) it is not in breach of, or in default under, any law, statute or regulation of Canada or of the Province of British Columbia applicable to or binding on it or its operations;
 - (d) if the Recipient is a corporation or society or partnership, it is registered and in good standing with BC Corporate Registry; and
 - (e) it has the legal capacity to enter into this Agreement and to carry out the Services contemplated by this Agreement and all necessary proceedings have been taken and done to authorize the execution and delivery of this Agreement by the Recipient.
- 4.02 All statements contained in any certificate, application, proposal or other document delivered by or on behalf of the Recipient to the Province under this Agreement or in connection with any of the transactions contemplated hereby will be deemed to be representations and warranties by the Recipient under this Agreement.
- 4.03 All representations, warranties, covenants and agreements made herein and all certificates, applications or other documents delivered by or on behalf of the Recipient are material and will have been relied upon by the Province and will continue in full force and effect during the continuation of this Agreement.

SECTION 5 - RELATIONSHIP

- 5.01 No partnership, joint venture, agency or other legal entity will be created by or will be deemed to be created by this Agreement or any actions of the parties pursuant to this Agreement.
- 5.02 The Recipient will be an independent contractor and not the servant, employee or agent of the Province.
- 5.03 The Recipient will not in any manner whatsoever commit or purport to commit the Province to the payment of money to any person, firm or corporation.

- 5.04 The Province may, from time to time, give instructions to the Recipient in relation to the carrying out of the Services, and the Recipient will comply with those instructions but will not be subject to the control of the Province regarding the manner in which those instructions are carried out except as specified in this Agreement.

SECTION 6 - RECIPIENT'S OBLIGATIONS

- 6.01 The Recipient will:
- (a) carry out the Services in accordance with the terms of this Agreement during the Term stated in Schedule "A" of this Agreement;
 - (b) comply with the payment requirements set out in Schedule "B", including all requirements concerning the use, application and expenditure of the payments provided under this Agreement;
 - (c) comply with all applicable laws;
 - (d) hire and retain only qualified staff;
 - (e) unless agreed otherwise supply, at its own cost, all labour, materials and approvals necessary to carry out the Services;
 - (f) co-operate with the Province in making such public announcements regarding the Services and the details of this Agreement as the Province requests; and
 - (g) acknowledge the financial contribution made by the Province to the Recipient for the Services in any Materials, by printing on each of the Materials the following statement:

"We gratefully acknowledge the financial support of the Province of British Columbia through the Ministry of Jobs, Trade and Technology."

SECTION 7 - RECORDS

- 7.01 The Recipient will:
- (a) establish and maintain accounting and administrative records in form and content satisfactory of the Province;
 - (b) establish and maintain books of account, invoices, receipts and vouchers for all expenses incurred in form and content satisfactory to the Province; and
 - (c) permit the Province, for contract monitoring and audit purposes, at all reasonable times, upon reasonable notice, to enter any premises used by the Recipient to deliver the Services or keep any documents or records pertaining to the Services, in order for the Province to inspect, audit, examine, review and copy any Material.
- 7.02 The Parties agree that the Province does not have control, for the purpose of the *Freedom of Information and Protection of Privacy Act*, of the records held by the Recipient.

SECTION 8 - STATEMENTS AND ACCOUNTING

- 8.01 Within 3 months of being requested to do so by the Province, the Recipient will: Provide a statement documenting the expenditure of the Financial Contribution under this Agreement in form and content satisfactory to the Province; or a Province Federal-Provincial cost sharing forms, where applicable.
- 8.02 At the sole option of the Province, any portion of the Financial Contribution provided to the Recipient under this Agreement and not expended at the end of the Term shall be:
- (a) returned by the Recipient to the Minister of Finance;
 - (b) retained by the Recipient as supplemental funding provided for under an amendment to this Agreement; or
 - (c) deducted by the Province from any future funding requests submitted by the Recipient and approved by the Province.

SECTION 9 - CONFLICT OF INTEREST

- 9.01 The Recipient will not, during the Term, perform a service for or provide advice to any person, or entity where the performance of such service or the provision of the advice may, in the reasonable opinion of the Province, give rise to a conflict of interest between the obligations of the Recipient to the Province under this Agreement and the obligations of the Recipient to such other person, or entity.

SECTION 10 - CONFIDENTIALITY

- 10.01 The Recipient will treat as confidential all information or Material supplied to or obtained by the Recipient, or any sub-Recipient, as a result of this Agreement and will not, without the prior written consent of the Province, except as required by applicable law, permit its disclosure except to the extent that such disclosure is necessary to enable the Recipient to fulfill its obligations under this Agreement.
- 10.02 All records submitted by the Recipient to the Province, including reports, are subject to the access and privacy provisions of the *Freedom of Information and Protection of Privacy Act* ("FIPPA"). All records created pursuant to the Agreement that are in the custody or control of the Province are subject to FIPPA.

SECTION 11 - DEFAULT

- 11.01 Any of the following events will constitute an Event of Default, whether any such event be voluntary, involuntary or result from the operation of law or any judgment or order of any court or administrative or government, namely:
- (a) the Recipient fails to comply with any provision of this Agreement;
 - (b) any representation or warranty made by the Recipient in accepting this Agreement is untrue or incorrect;

- (c) any information, statement, certificate, report or other document furnished or submitted by or on behalf of the Recipient pursuant to or as a result of this Agreement is untrue or incorrect;
- (d) the Recipient ceases, in the opinion of the Province, to operate;
- (e) a change occurs with respect to any one or more, including all, of the properties, assets, condition (financial or otherwise), business or operations of the Recipient which, in the opinion of the Province, materially adversely affects the ability of the Recipient to fulfill its obligations under this Agreement;
- (f) an order is made or a resolution is passed or a petition is filed for the liquidation or winding up of the Recipient;
- (g) the Recipient becomes insolvent or commits an act of bankruptcy or makes an assignment for the benefit of its creditors or otherwise acknowledges its insolvency;
- (h) a bankruptcy petition is filed or presented against, or a proposal under the *Bankruptcy and Insolvency Act* (Canada) is made by the Recipient;
- (i) a receiver or receiver-manager of any property of the Recipient is appointed; or
- (j) the Recipient permits any sum which is not disputed to be due by it to remain unpaid after legal proceedings have been commenced to enforce payment thereof.

SECTION 12 - TERMINATION

- 12.01 Upon the occurrence of any Event of Default and at any time thereafter the Province may, notwithstanding any other provision of this Agreement, at its sole option, elect to do any one or more of the following:
- (a) terminate this Agreement, in which case the payment of the amount required under paragraph 12.03 of this Agreement will discharge the Province of all liability to the Recipient under this Agreement;
 - (b) require the Event of Default be remedied within a time period specified by the Province;
 - (c) suspend any installment of the Financial Contribution or any amount that is due to the Recipient while the Event of Default continues;
 - (d) waive the Event of Default;
 - (e) pursue any other remedy available at law or in equity.
- 12.02 The Province may also, at its sole option, terminate this Agreement without cause upon 30 days written notice to the Recipient. The payment of the amount required under paragraph 12.03 of this Agreement will discharge the Province of all liability to the Recipient under this Agreement.
- 12.03 Where this Agreement is terminated before 100% completion of the Services, the Province will pay to the Recipient that portion of the Financial Contribution which is equal to the portion of the Services completed to the satisfaction of the Province prior to termination.

SECTION 13 - DISPUTE RESOLUTION

- 13.01 All disputes arising out of or in connection with this Agreement will be referred to and finally resolved by arbitration pursuant to the *Commercial Arbitration Act*.

SECTION 14 - INSURANCE AND INDEMNITY

- 14.01 During the Term of this Agreement, the **Recipient** will provide, maintain and pay for insurance as specified in Schedule "C", if any, which may be amended from time to time at the sole discretion of the Province.

SECTION 15 - ASSIGNMENT AND SUB-CONTRACTING

- 15.01 The Recipient will not, without the prior, written consent of the Province:
- (a) assign, either directly or indirectly, this Agreement or any right of the Recipient under this Agreement; or
 - (b) sub-contract any obligation of the Recipient under this Agreement.
- 15.02 No sub-contract entered into by the Recipient will relieve the Recipient from any of its obligations under this Agreement or impose upon the Province any obligation or liability arising from any such sub-contract.
- 15.03 This Agreement will be binding upon the Province and its assigns and the Recipient, the Recipient's successors and permitted assigns.

SECTION 16 - OWNERSHIP

- 16.01 Any equipment, machinery or other property, provided by the Province to the Recipient as a result of this Agreement will:
- (a) be the exclusive property of the Province; and
 - (b) forthwith be delivered by the Recipient to the Province on written notice to the Recipient requesting delivery of the same, whether such a notice is given before, upon, or after the expiration or sooner termination of this Agreement.

SECTION 17 - OTHER FUNDING

- 17.01 If the Recipient receives funding for or in respect of the Services from any person, firm, corporation or other government or governmental body, then the Recipient will immediately provide the Province with full and complete details thereof.

SECTION 18 - NOTICES

- 18.01 Any written communication from the Recipient to the Province must be mailed, personally delivered, faxed, or electronically transmitted to the following address:

David Collier
Acting Executive Director, Technology & Innovation Branch
Ministry of Jobs, Trade and Technology
Suite 730 - 999 Canada Place
Vancouver, B.C. V6C 3E1
Phone: 604 218-9036
Email: David.Collier@gov.bc.ca

- 18.02 Any written communication from the Province to the Recipient must be mailed, personally delivered, faxed or electronically transmitted to the following address:

Bryan Buggie, Director
Vancouver Economic Commission
Suite 1500, 401 West Georgia Street
Vancouver, B.C. V6B 5A1
Phone: 604-632-9668
Email: bbuggie@vancouvereconomic.com

- 18.03 Any written communication from either party will be deemed to have been received by the other party on the fifth business day after mailing in British Columbia; on the date of personal delivery if personally delivered; or on the date of transmission if faxed;
- 18.04 Either party may, from time to time, notify the other party in writing of a change of address and, following the receipt of such notice, the new address will, for the purposes of paragraph 18.01 or 18.02 of this Agreement, be deemed to be the mailing address of the party giving notice.

SECTION 19 - NON-WAIVER

- 19.01 No term or condition of this Agreement and no breach by the Recipient of any such term or condition will be deemed to have been waived unless such waiver is in writing signed by the Province and the Recipient.
- 19.02 The written waiver by the Province or any breach by the Recipient of any term or condition of this Agreement will not be deemed to be a waiver of any other provision of any subsequent breach of the same or any other provision of this Agreement.

SECTION 20 - ENTIRE AGREEMENT

- 20.01 This Agreement including the Schedules constitutes the entire Agreement between the parties with respect to the subject matter of this Agreement.

SECTION 21 - SURVIVAL OF PROVISIONS

- 21.01 All of the provisions of this Agreement in favour of the Province including, without limitation, paragraphs 3.02, 3.03, 5.03, 7.01, 7.02, 8.02, 10.01, 12.03, 14.03, 16.01, 18.01 to 18.04 and all of the rights and remedies of the Province, either at law or in equity, will survive any expiration or sooner termination of this Agreement.

SECTION 22 - MISCELLANEOUS

- 22.01 This Agreement will be governed by and construed in accordance with the laws of the Province of British Columbia.
- 22.02 The Schedules to this Agreement are an integral part of this Agreement as if set out at length in the body of this Agreement.
- 22.03 No amendment or modification to this Agreement will be effective unless it is in writing and duly executed by the parties.
- 22.04 If any provision of this Agreement or the application to any person or circumstance is invalid or unenforceable to any extent, the remainder of this Agreement and the application of such provision to any other person or circumstance will not be affected or impaired thereby and will be enforceable to the extent permitted by law.
- 22.05 Nothing in this Agreement operates as a consent, permit, approval or authorization by the Government of the Province of British Columbia or any Ministry or Branch thereof to or for anything related to the Services that by statute, the Recipient is required to obtain unless it is expressly stated herein to be such a consent, permit, approval or authorization.
- 22.06 Where the Recipient is a corporation, the Recipient warrants that the signatory has been duly authorized by the Recipient to execute this Agreement without corporate seal on behalf of the Recipient.
- 22.07 This Agreement may be executed by the parties in separate counterparts each of which when so executed and delivered shall be an original, and all such counterparts may be delivered by facsimile transmission and such transmission shall be considered an original.
- 22.08 For the purpose of paragraphs 22.09 and 22.10, an "Event of Force Majeure" includes, but is not limited to, acts of God, changes in the laws of Canada, governmental restrictions or control on imports, exports or foreign exchange, wars

(declared or undeclared), fires, floods, storms, strikes (including illegal work stoppages or slowdowns), lockouts, labour shortages, freight embargoes and power failures or other cause beyond the reasonable control of a Party, provided always that lack of money, financing or credit will not be and will not be deemed to be an "Event of Force Majeure".

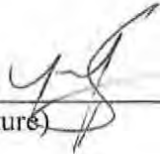
- 22.09 Neither party will be liable to the other for any delay, interruption or failure in the performance of their respective obligations if caused by an Event of Force Majeure, in which case the time period for the performance or completion of any such obligation will be automatically extended for the duration of the Event of Force Majeure.
- 22.10 If an Event of Force Majeure occurs or is likely to occur, then the party directly affected will notify the other Party forthwith, and will use its reasonable efforts to remove, curtail or contain the cause of the delay, interruption or failure and to resume with the least possible delay compliance with its obligations under this Agreement.

The parties hereto have executed this Agreement the day and year as set out above.

SIGNED AND DELIVERED by the
Vancouver Economic Commission or
an Authorized Representative of the
Recipient.

IAN MCKAY, CEO

(Print Name of Recipient or Authorized
Representative)


(Signature)

SIGNED AND DELIVERED on behalf
of the **Province** by an Authorized
Representative of the Province.

Brian Krieger,
Acting Assistant Deputy Minister

(Print Name of Authorized
Representative)

(Signature)

SCHEDULE "A"
SERVICES
Amazon HQ2

SECTION 1 – TERM

- 1.01** Notwithstanding the actual date of execution of the Agreement, the Term of the Agreement commences on **September 28, 2017** and ends on **October 19, 2017**.

SECTION 2 – PROGRAM DESCRIPTION

2.01 Deliverables – Program Services

1. Sponsorship of the joint development of a Metro Vancouver proposal for the location of Amazon's second North America headquarters.
2. Establishment of a project governance structure acceptable to the Province of B.C.
3. Establishment of a joint communication protocol across contributing parties.
4. Development and delivery of a final proposal by October 19, 2017, that is acceptable to the Province of B.C.

SCHEDULE "B"
Fees

1. Fees will be payable to the Recipient, in the fulfillment of the obligations under this Agreement, as follows:
 - (a) upon receipt and signing by the Contractor of this agreement, a payment amount of \$25,000;
 - (b) upon receipt and approval by the Province of the final proposal of project governance and joint communication protocol, a payment amount of \$25,000;
2. Notwithstanding paragraph 1 of this Schedule in no event will the fees payable to the Recipient in accordance with paragraph 1 of this Schedule exceed, in the aggregate, **\$50,000**.
3. The Recipient will submit to the Province upon completion of deliverables specified in paragraph 1 of this Schedule B, a written statement of account:
 - (a) showing the calculation of all fees claimed under this Agreement for the period in which this statement is submitted.

SCHEDULE "C"
INSURANCE

1. The Recipient shall, without limiting its obligations or liabilities herein and at its own expense, provide and maintain the following insurances with insurers licensed in British Columbia or Canada and in forms and amounts acceptable to the Province:
 - a) Commercial General Liability in an amount not less than \$2,000,000 inclusive per occurrence insuring against bodily injury, personal injury, property damage and liability assumed under contract. The Province is to be an additional insured under this insurance and this insurance shall be endorsed to provide the Province with 30 days advance written notice of cancellation or material change. This insurance must include a cross liability clause.
2. All the foregoing insurance shall be primary and not require the sharing of any loss by any insurer of the Province.
3. The Recipient shall provide the Province with evidence of all required insurance prior to the commencement of the services, and from time to time as requested by the Province, in the form of a completed Province of British Columbia Certificate of Insurance. When requested by the Province, the Recipient shall provide certified copies of required insurance policies.

From: "James Raymond"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: 10/18/2017 2:54:43 PM
Subject: Re: DELIVERY - HQ2 Proposal & PDF for Steering Committee

I have flagged this already as an agenda item for today with slavi Also - we need to decide who will send it. Suggest bryan

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggy
Sent: Wednesday, October 18, 2017 2:35 PM
To: James Raymond; Ian McKay
Subject: RE: DELIVERY - HQ2 Proposal & PDF for Steering Committee

Can someone let me know how I will be sharing this with Richmond and others? I presume you will know after the Steering Committee?

Thanks
Bryan

From: James Raymond
Sent: Wednesday, October 18, 2017 2:09 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: Fw: DELIVERY - HQ2 Proposal & PDF for Steering Committee

Fyi

Now with funders acknowledgment

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Claire Campbell <ccampbell@vancouvereconomic.com>
Sent: Wednesday, October 18, 2017 2:06 PM
To: James Raymond; Diamandiev, Slavi (CA - British Columbia)
Cc: Corner, Tom (CA - British Columbia)
Subject: DELIVERY - HQ2 Proposal & PDF for Steering Committee

Hi Slavi,

You can download the Proposal (11.5 MB) and the Appendix (4.3 MB) here: [s.15\(1\)\(l\)](#)

This version of the appendix has the additional Partners section.

I have compressed them as much as I can.

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 868 3907(new)

From: James Raymond <JRaymond@vancouvereconomic.com>
Date: Wednesday, October 18, 2017 at 1:17 PM
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Cc: Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Amazon Update FYI

Claire pl send wetransfer link when done

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Wednesday, October 18, 2017 1:13 PM
To: James Raymond
Cc: Corner, Tom (CA - British Columbia); Khan, Farah (CA - British Columbia); Shutsa, Christopher (CA - British Columbia); Beaton, Douglas (CA - British Columbia); Ian McKay; Bryan Buggey; Tania Parisella; Sean Elbe; Claire Campbell; Ingrid Valou
Subject: Re: Amazon Update FYI

Thanks James, given the file is too large for email, can we provide the steering committee with a link?

Re: agenda, Jamie circulated it earlier, I will forward to you.

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services, Deloitte

D: 604-601-3461 | M: 778-386-0490

sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Oct 18, 2017, at 12:56 PM, James Raymond <JRaymond@vancouvereconomic.com> wrote:

- 1) 5 hard copies and 1 USB stick are now with UPS for delivery by 10:30am tomorrow
- 2) 5 hard copies and 1 USB stick will be delivered in person by Sean to his Amazon contact on the RFP team who is happy to receive
- 3) Claire is finalising the 'Acknowledgements' page of the Appendix where we thank the project funders. She will send this to you Slavi in a final combined electronic copy asap, likely before 2.
- 4) I will clarify whether Ian should also send a copy by email (they ask for it, but our file is too large for most inboxes even when compressed). I don't think we need to email as well but checking just in case
- 5) steering committee meeting at 4pm today. Haven't seen an agenda yet
- 6) Ian is doing a CBC interview tomorrow. We have declined several other media requests

Let me know any questions. I will be out of office Thurs and Fri but will be contactable

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

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From: "Bryan Buggy"
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/11/2017 8:56:46 PM
Subject: RE: Final timelines for Amazon project

Depending on budget, you may want to see what the City is using. They produce all of the GCAP booklets and collateral for example.

From: James Raymond
Sent: Wednesday, October 11, 2017 8:31 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: RE: Final timelines for Amazon project

Claire needs super duper high res printer...

JAMES RAYMOND
Manager, Research & Analysis
Vancouver Economic Commission
P: 604 336 8021| C: 778 788 7721

From: Bryan Buggy
Sent: October 11, 2017 8:28 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: Final timelines for Amazon project

Surely, there must be a printer that has more flexibility than just mornings. Note that the City has in-house printer....maybe we should leverage them to save big coin?

bb

From: James Raymond
Sent: Wednesday, October 11, 2017 1:02 PM
To: Tania Parisella <TParisella@vancouvereconomic.com>; Ingrid Valou <IValou@vancouvereconomic.com>
Cc: George PR Benson <gbenson@vancouvereconomic.com>; Courtney Crichton <CCrichton@vancouvereconomic.com>; Sean Elbe <SElbe@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Final timelines for Amazon project

See below

(We are planning for a courier, s.22(2)(e)(f)(h)
TBC)

From: Corner, Tom (CA - British Columbia) [mailto:tcorner@deloitte.ca]
Sent: Wednesday, October 11, 2017 12:57 PM
To: Claire Campbell <ccampbell@vancouvereconomic.com>; Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>
Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Check in

Hi Team,

Following discussions with Slavi, James and Claire here is the revised timeline we would propose. Rather than asking the steering committee to review on Sunday, we will send them the proposal on Sunday afternoon/evening and ask for comments by Monday at 11 a.m.

Slavi, I know we had previously discussed noon as the cutoff, but VEC feels strongly that Monday needs to be protected for final edits, as the printer is only open in the morning. If we only get the documents to the printer on Tuesday, they may not be able to start working on them until Wednesday. I hope this works from your perspective.

First End-to-End Design Complete Version: 5 PM, Saturday October 14 (though you should see "chapter by chapter" before this)

Internal Review: Sunday October 15

Send to Steering Committee as an FYI/Showstoppers Only: Sunday, October 15 by end of day

Deadline to for Steering Committee to Provide Showstoppers: Monday October 16 by 11 a.m.

Final Edits/Address Comments: Monday Afternoon

Incorporate any Changes: Monday Evening

Final Touches/Polish/Prep for Print: Monday Evening/Night

Send to Print: Monday Night (best case) or 9 AM Tuesday Morning (worst case)

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (4:30 is cut off, so let's aim for 3 or earlier)

Printed Copies Received by Amazon: 10:30 AM October 19

Let me know if you have any questions regarding the above.

Best,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

tcorner@deloitte.ca | deloitte.ca

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Please consider the environment before printing.

From: Claire Campbell [<mailto:ccampbell@vancouvereconomic.com>]

Sent: Wednesday, October 11, 2017 11:30 AM

To: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>

Cc: James Raymond <JRaymond@vancouvereconomic.com>; Shutsa, Christopher (CA - British Columbia) <cshutsa@deloitte.ca>

Subject: Re: Check in

Thank Farah! I will start with that chapter.

We just chatted with Tom and made some adjustments to the schedule. See below!

First End-to-End Design Complete Version: 5 PM, Saturday October 14 (though you should see "chapter by chapter" before this)

Internal Review: Sunday October 15

Send to Steering Committee as an FYI/Showstoppers Only: Sunday, October 15 by end of day

Deadline to for Steering Committee to Provide Showstoppers: [Monday October 16 by 11 a.m.](#)

Final Edits/Address Comments: [Monday Afternoon](#)

Incorporate any Changes: Monday [Evening](#)

Final Touches/Polish/Prep for Print: [Monday Evening/Night](#)

[Send to Print: Monday Night \(best case\)](#) or 9 AM Tuesday Morning (worst case)

Printed Copies in Hand: 2 PM, Wednesday October 18

[Printed Copies handed over to UPS: 3 PM, Wednesday October 18](#) (4:30 is cut off, so let's aim for 3 or earlier)

Printed Copies Received by Amazon: 10:30 AM October 19

Do you have any questions or concerns with the above work-back schedule? I know James has some questions that he is coming to you RE the steering committee.

From: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>

Date: Wednesday, October 11, 2017 at 11:08 AM

To: Claire Campbell <ccampbell@vancouvereconomic.com>, "Corner, Tom (CA - British Columbia)" <tcornet@deloitte.ca>

Cc: James Raymond <JRaymond@vancouvereconomic.com>, "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>

Subject: RE: Check in

Hi Claire –

Thanks for your note. I'll let Chris/Tom comment on overall timeline, but my guidance on chapters would be to start the community section next (We don't just offer jobs, we offer a life). There has been minimum feedback on that section, and I suspect Steering Committee feedback won't be significant here. You could use the draft you have to start this sections.

Let me know if that works.

Cheers,
Farah

From: Claire Campbell [<mailto:ccampbell@vancouvereconomic.com>]

Sent: Wednesday, October 11, 2017 10:46 AM

To: Corner, Tom (CA - British Columbia) <tcornet@deloitte.ca>

Cc: Khan, Farah (CA - British Columbia) <farakhan@deloitte.ca>; James Raymond <JRaymond@vancouvereconomic.com>

Subject: Re: Check in

Hi Tom,

Thanks for checking in!

I made some great progress last night on the real estate/site pages and am now working on the large area map. I do have quite a few charts and figures to work on as well to keep my busy, but the sooner I can get the word doc the better. At this point, the deadline feels tight but not impossible, but I will keep you posted if that changes. My biggest concern is minimizing feedback from the steering committee, see below for my schedule.

Question for the whole team:

Which of the four chapters is most complete? That's where I will start next. Perhaps I can hand over each chapter as it's complete to prevent design from being too much of a bottle neck.

An update on print timeline:

First End-to-End Design Complete Version: 10 PM, Friday October 13 (though you should see "chapter by chapter" before this)

Internal Review: Morning, Saturday October 14

Sent to Steering Committee for Final Comments: 12PM, Saturday, October 14

Deadline to for Steering Committee to Provide Final Comments: 3PM, Sunday October 15

Steering Committee Comments Consolidated and Incorporated: Sunday Evening/Monday Morning

Last Internal Comments Received: Afternoon, Monday October 16

Final Touches/Polish: Evening, Monday October 16

Artwork deadline: 9 AM, Tuesday October 17

Printed Copies in Hand: 2 PM, Wednesday October 18

Printed Copies handed over to UPS: 3 PM, Wednesday October 18 (if we decide to go with UPS, that is. I have heard talk of hand delivering the proposal as well)

Printed Copies Received by Amazon: 10:30 AM October 19

Do you have any questions or concerns with the above work-back schedule? I know James has some questions that he is coming to you RE the steering committee.

Thanks,
Claire

From: "Corner, Tom (CA - British Columbia)" <tcorner@deloitte.ca>

Date: Wednesday, October 11, 2017 at 10:06 AM

To: Claire Campbell <ccampbell@vancouvereconomic.com>

Cc: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>, James Raymond <JRaymond@vancouvereconomic.com>

Subject: Check in

Hi Claire,

I hope you're doing well.

I just wanted to check in with you as the HQ2 countdown is fast approaching, and I wanted to see if you felt you were getting all the support/everything you needed from us. I am in the war room for the rest of the week, so please don't hesitate to stop by if you would like to chat about the final report.

Cheers,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

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From: "James Raymond"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Eleena Marley" <Eleena.Marley@vancouver.ca>
Date: 9/22/2017 2:47:52 PM
Subject: RE: FYI
Attachments: MOU HQ2 - Draft.msg

Thanks Bryan, latest version from Eleena attached

From: Bryan Buggy
Sent: Friday, September 22, 2017 12:17 PM
To: Eleena Marley <Eleena.Marley@vancouver.ca>; James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: FYI

I can give it a review right now. Let's keep James focused on supporting Deloitte.

bb

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: Friday, September 22, 2017 12:15 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: RE: FYI

Hi – Happy to support / lead the MOU process.

Please can your team and Deloitte review the latest version (you have) to ensure any last comments from your side are included. Once done, return to me. I will also need contact details and \$s committed for all funders and drafting contributors.

I will work with our legal team to finalise the MOU and NDA drafting.

Finally, I look forward to receiving the data/input requests for COV. Don't forget to bring Margaret into a discussion into how and what to pitch as she has great relationships and intel based on her years at Amazon.

E

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Friday, September 22, 2017 12:04 PM
To: Marley, Eleena
Cc: Buggy, Bryan
Subject: RE: FYI

Hi Eleena

I couldn't extract much from Ian:

- I believe attendees were BC MIT, Ian, Sadhu, City of Surrey, Doug from Deloitte
- Sadhu chaired it (but didn't know what Deloitte and myself had drafted for the agenda)
- Biggest concern is handling the site selection process. Sadhu said he will be asking cities to propose sites
- The Steering Committee will be updated every Wednesday (not sure if this means they will meet at that time)

Please could you handle the MOU signing, as Sadhu seems to now be steering/chairing this process. I think it is best for me to focus on the bid aspects

Thanks
James

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: Friday, September 22, 2017 8:11 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Subject: RE: FYI

Ok – Can you or Ian circulate to Sadhu and Paul

Can you also get a debrief from Bryan/Ian and give me an update on how it went

Thanks
E

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Thursday, September 21, 2017 5:02 PM
To: Marley, Eleena
Subject: FYI

As you probably know, the Steering Committee meeting was moved to City hall at short notice, so much so I wasn't even told

So had no chance to even raise the MOU etc as didn't attend

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From: ["Eleena Marley"](#)

To: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)

CC: ["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)

Date:

Subject: MOU HQ2 - Draft

Attachments: MOU HQ2 - Draft.docx

Looks good – I've made some suggested edits

Over to you

E

s.13(1)



s.13(1)



From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Collier, David MIT:EX" <David.Collier@gov.bc.ca>
"Wu, Stephen" <SWu@surrey.ca>
"Bryan Buggy" <BBUGGEY@vancouvereconomic.com>
CC: "Yang-Mason, Gloria MIT:EX" <Gloria.Yang-Mason@gov.bc.ca>
"Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>
"Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Date: 9/28/2017 11:34:34 AM
Subject: RE: HQ2 advisory group update meeting - this Friday
Attachments: Amazon HQ2 Opportunity .msg

My apologies, here is the dial-in info, Slavi.

Best,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca

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From: Corner, Tom (CA - British Columbia)
Sent: Thursday, September 28, 2017 11:29 AM
To: 'Collier, David MIT:EX' <David.Collier@gov.bc.ca>; 'Wu, Stephen' <SWu@surrey.ca>; Bryan Buggy <BBUGGEY@vancouvereconomic.com>
Cc: Yang-Mason, Gloria MIT:EX <Gloria.Yang-Mason@gov.bc.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: HQ2 advisory group update meeting - this Friday

Hi all,

Apologies for the late reply, I have been in back-to-back meetings since yesterday morning.

David, I would be happy to be on the call and Slavi will also join, schedule permitting. I haven't seen the dial-in details yet, but if they could be forwarded to both Slavi and I it would be greatly appreciated.

Best,

--

Tom Corner
Manager | Economics and Policy Advisory
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Page 1513 of 2802

From: Collier, David MIT:EX [<mailto:David.Collier@gov.bc.ca>]
Sent: Wednesday, September 27, 2017 2:32 PM
To: 'Wu, Stephen' <SWu@surrey.ca>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Yang-Mason, Gloria MIT:EX <Gloria.Yang-Mason@gov.bc.ca>
Subject: RE: HQ2 advisory group update meeting - this Friday

Great, we'll get an invite out with dial in details

Thanks all.

From: Wu, Stephen [<mailto:SWu@surrey.ca>]
Sent: Wednesday, September 27, 2017 2:31 PM
To: Bryan Buggy
Cc: Collier, David MIT:EX; Corner, Tom (CA - British Columbia); Yang-Mason, Gloria MIT:EX; Jamie Warren
Subject: Re: HQ2 advisory group update meeting - this Friday

Monday 4pm works for us.

Thanks,
Stephen

Sent from my iPhone

On Sep 27, 2017, at 1:37 PM, Bryan Buggy <BBuggey@vancouvereconomic.com> wrote:

Yes. Jamie will send. Monday is better for us.

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From: Collier, David MIT:EX <David.Collier@gov.bc.ca>
Sent: Wednesday, September 27, 2017 4:32:13 PM
To: Bryan Buggy; 'Wu, Stephen'; 'Corner, Tom (CA - British Columbia)'
Cc: Yang-Mason, Gloria MIT:EX; Jamie Warren
Subject: RE: HQ2 advisory group update meeting - this Friday

Monday 4pm?

Would you/Jamie be able to share the email addresses of the highlighted folks below?

From: Bryan Buggy [<mailto:BBuggey@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 1:25 PM
To: Collier, David MIT:EX; 'Wu, Stephen'; 'Corner, Tom (CA - British Columbia)'
Cc: Yang-Mason, Gloria MIT:EX; Jamie Warren
Subject: Re: HQ2 advisory group update meeting - this Friday

We have a board meeting on Friday afternoon. Consider next week?
Bryan

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From: Collier, David MIT:EX <David.Collier@gov.bc.ca>
Sent: Wednesday, September 27, 2017 3:56:06 PM
To: Bryan Buggy; 'Wu, Stephen'; 'Corner, Tom (CA - British Columbia)'
Cc: Yang-Mason, Gloria MIT:EX; Jamie Warren
Subject: HQ2 advisory group update meeting - this Friday

Good afternoon,

On the weekly Steering Committee meeting this morning it was agreed that the Province would reach out to and set up a weekly 45-60 minute meeting with an "advisory group" made up of stakeholders that attended the Sept 14 kick-off at the VEC. The purpose being to provide them with an update on the bid process, make them feel included in the process (some may already be), and seek any inputs they may have. We'd like to hold the first update meeting this Friday afternoon and would like to send out an invite by end of day today. We'd like a rep from Surrey, Vancouver, Deloitte, and the Province on the call to provide brief updates and take part in any discussion. Could you three participate?

We're crafting an email invite to send out. The email will come from Brian here.

Jamie/Bryan: Would you be able to share the email addresses of the highlighted folks below? If there are others that were invited to the Sept 14 event but couldn't make it, please feel free to add them.

Many thanks!

David Collier
A/Executive Director
Technology & Innovation Branch
International Business Development Division
BC Ministry of Jobs, Trade, and Technology
Vancouver, BC
Tel: 604-218-9036

s.22(1)

From: Jamie Warren [<mailto:JWarren@vancouvereconomic.com>]
Sent: Tuesday, September 19, 2017 9:51 AM
To: Collier, David MIT:EX
Subject: RE: Thurs meeting follow up

Hi David,

Please see below the list of attendees from last week's meeting. Let me know if there's anything else I can help you with!

Amazon HQ2 Kickoff Attendees 14/09/2017

Dina	Matterson	BC Hydro	Commercial Account Manager
Rick	Truong	BC Hydro	Key Account Manager
Bethany	Edmunds	BCIT	Associate Dean
Neonila	Lilova	City of Richmond	Manager, Economic Development
Stephen	Wu	City of Surrey	Econ Development
Chris	Robertson	City of Vancouver	Planning Department
Paul	Mochrie	City of Vancouver	Deputy City Manager
Gill	Kelly	City of Vancouver	GM Planning
Sadhu	Johnston	City of Vancouver	City Manager
Doug	Beaton	Deloitte	Executive Director
Charles	Knight	Deloitte	Global Director, M & A Services

Julian Melissa	Gollner Polak	Ernst & Young Ernst & Young	Senior Manager, Advisory Services Manager, Advisory Services
Doug	Kinsey	Federal Government	Executive Director - Innovation Science and Econ D
Lauren	Kelly	First Nations Tech Council	Communications and Engagement Manager
Doug	Ewing	KPMG	Global Infrastructure Advisory Leader for Western
Lorne	Burns	KPMG	National Head of Real Estate
Steve	Beatty	KPMG	Global Head of Infrastructure & Cities COE
Walter	Pela	KPMG	Regional Managing Partner, GVA
Greg	Moore	Metro Vancouver	Chair
Heather	Schumaker	Metro Vancouver	VP External Relations
Heather	McNeill	Metro Vancouver	Director, Regional Planning
Kevin	Quinlan	Mayor's Office	Chief of Staff
Julia	Rasotto	Pacific Ministers' Regional Office	Special Assistant
David	Collier	Province	Ministry of Intl Trade
Deb	Zehr	Province	Executive Director, Ministry of Jobs, Trade and Tec
Jenn	Podmore Russell	Rennie	VP Portfolio Services
Kiersten	Enemark	Shaw	Government and Regulatory Affairs
Joanne	Curry	Simon Fraser University	Vice President, External Relations
Greg	Best	Telus	Account Executive
Kim	Logan	Telus	Director of Government Relations for BC
Michael	Tippett	The True North	Co-founder
Steve	Vanagus	TransLink	GR
Po	On	UBC	Corporate Relations Officer
Rob	MacKay - Dunn	UDI	VP Government and Public Relations
Ray	Segat	YVR	Director, Cargo & Business Development
Geoff	Eccott	YVR	Manager, Land Development Leasing

Thanks,

--

JAMIE WARREN
Executive Assistant
P: 604 336 8029

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From: Bryan Buggy

Sent: September-18-17 5:15 PM

To: Collier, David MIT:EX <david.collier@gov.bc.ca>; Jamie Warren <JWarren@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>

Subject: Re: Thurs meeting follow up

Hi Jamie

Please send David the list of attendees from last Thursday.

Hi Tania

See note below. We should coordinate with Province. David can introduce you or Ingrid to the right people.

David, I will send you RFP in separate email.

Thanks
Bryan

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From: Collier, David MIT:EX <David.Collier@gov.bc.ca>

Sent: Monday, September 18, 2017 4:26:50 PM

To: Bryan Buggy

Subject: Thurs meeting follow up

Hi Bryan,

You mentioned sending me a copy of who attended Thursday's session. Would you mind sending?

Also, would you mind sharing a copy of the RFP that you folks sent out to have the proposal prepared? Our Gov communications folks want to digest it so they can speak to what we're supporting.

If you have a communications person at the VEC who's involved it might be worth connecting him/her to our Gov communications folks as it sounds like a media release is being crafted.

David
604-218-9036

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From: "James Raymond"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/18/2017 8:58:30 AM
Subject: RE: HQ2

I've already let Hilary know we will be bidding and the VEC are the lead, but feel free to send this as supplemental info. s.17(1), s.22(2)(e)(f)(h)

From: Bryan Buggy
Sent: Saturday, September 16, 2017 10:12 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>
Subject: RE: HQ2

Hi James/Ian:

With respect to the requested information below at the bottom of the email. Here are the Answers. Ian, should you send these? Or have you already?

Requests:

1. We would like to know what your initial thinking is with respect to whether your province will be supporting proposals and from what cities/regions and with what partners.
 - a. ANSWER: The Province's Ministry of Jobs, Trade and Technology is supporting the VEC with the bid and will be the conduit to other Ministries including Education, Advanced Education & Skills Training, and Infrastructure. The Province is only supporting the VEC as no other entity in the Province qualifies to submit.
2. We would be grateful if you could ensure that we receive confirmation of key contact people (leads) for your province for ongoing communications on this project. This would also include a brief description of which entities/contacts are engaged in your provinces.
 - a. ANSWER: Brian Krieger is our primary Provincial contact for this project. Brian.krieger@gov.bc.ca
Brian is the ADM responsible for inbound investment and trade.
3. We would be also tracking meetings/engagement by Canadian stakeholders (Fed/Prov/Municipal) with Amazon officials/decision makers and would be grateful if you could let us know if such engagement has taken/takes place so we can ensure coherence.
 - a. ANSWER: We have deep relationships with Amazon at many levels and have been meeting with them regularly over the last 3 years. It is not realistic for us to report out the amount of engagement we already have with Amazon. Please call us directly if you have specific questions.
4. We would like to receive your thoughts and ideas as to what you need and how we can help.
 - a. ANSWER: As we pull together our bid package we will let you know what our needs are. This is a fluid situation, so we will engage with you on a regular basis.
5. Please let us know if you would like us to organize a call. [Many of you will be attending, or will have representatives, at the annual Director General/Director level FDI Federal/Provincial/Territorial meeting taking place in Toronto on September 19th which will provide an opportunity for some discussion.]
 - a. ANSWER: Ian McKay will be at the annual DG/Director meeting on the 19th.

In our staff meeting on Friday afternoon, we discussed the following roles:

1. Bryan would manage discussions with Province and institutions like s.17(1) etc.
2. Sean would manage discussions with the tech and business community.
3. James would be the primary working with the consultants.
4. Tania/Ingrid would manage all of the Comms/Media/Messaging/etc.
5. Ian, would you manage the Federal Government? ISED, GAC, WD, etc?

Bryan

From: Ian McKay
 Sent: Saturday, September 16, 2017 5:35 AM
 To: James Raymond <JRaymond@vancouvereconomic.com>
 Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
 Subject: HQ2

James,
 This was sent from Hilary at GAC to provincial trade ministries. Note that GAC will be providing input/data etc to any Canadian bid.

From: Esmonde-White, Hilary -BIS
 Sent: September-13-17 3:49 PM
 To: Esmonde-White, Hilary -BIS
 Cc: Béchamp, Nathalie -BID; Nanji, Nadin -BIS; McCabe, Sean -BIS; Dubien, Deric -BIP; Forrest, Julie - HFXO
 Subject: Amazon HQ2 - Canada Value Proposition
 Colleagues:

I am reaching out to you because, as you are all most certainly aware, on September 7, 2017, Amazon published a Request for Proposal ("RFP") (<https://www.amazon.com/b?ie=UTF8&node=17044620011>) on its website asking interested states, provinces, and metropolitan areas to submit proposals through a competitive site selection process for its second corporate headquarters to be located in a metropolitan region in North America. Amazon will hire as many as fifty thousand (50,000) new full-time employees with an average annual total compensation exceeding one hundred thousand dollars (\$100,000) over the next ten to fifteen years.

Initial reaction to this unprecedented approach by Amazon has been immediate, public and enthusiastic from states, provinces and municipalities across North America, including from quite a number of Canadian entities.

This message is to inform you that a federal task force, convened by the Privy Council Office, with representatives from Global Affairs Canada, Innovation, Science, and Economic Development Canada, Finance Canada, Export Development Canada and Immigration, Refugees, Citizenship Canada, has been established to ensure alignment at the federal level and to ensure a dynamic and coordinated response to present the overall Canada value proposition. Discussions are taking place at the highest levels to discuss strategy at the federal level. We are striving to get Canadian locations on Amazon's "short list".

As a first step, at the end of this week, we will be sending out short pieces on a number of topics that can be incorporated in proposals (e.g. Scientific Research and Experimental Development, Venture Capital and Financing, Competitive Tax Environment, Dedicated Service Channel for Global Skills Strategy and others). We will also be identifying other data needs to bolster the federal package and enhance provincial/regional /municipal proposals.

Global Affairs Canada/Invest in Canada Bureau is the lead on coordinating the federal approach to this unique project with respect to provincial/territorial/municipal stakeholders. Our Consulate General in Seattle has a deep relationship with Amazon HQ and is in contact with company officials on this file. Amazon has indicated that all enquiries should be directed through the email listed on its website as they have a team dedicated to respond. The Consulate General would be pleased to assist Canadian stakeholders seeking to contact Amazon outside of the email channel, but recommends that all interested Canadian parties seeking to meet with Amazon connect with the Consulate General to ensure the most optimal engagement with

Amazon contacts.

We held a call on Tuesday with the members of the Consider Canada City Alliance at the request of the CCCA. We requested that member cities provide information on whether they intend to submit proposals and to indicate who the contact person is for the city as well as how they are working with their respective provinces. We have also gone out to solicit who the contact people at the provincial level and some of you have responded.

Requests:

We would like to know what your initial thinking is with respect to whether your province will be supporting proposals and from what cities/regions and with what partners. (We thank those who have already provided this information.)

We would be grateful if you could ensure that we receive confirmation of key contact people (leads) for your province for ongoing communications on this project. This would also include a brief description of which entities/contacts are engaged in your provinces.

We would also be tracking meetings/engagement by Canadian stakeholders (Fed/Prov/Municipal) with Amazon officials/decision makers and would be grateful if you could let us know if such engagement has taken/takes place so we can ensure coherence.

We would like to receive your thoughts and ideas as to what you need and how we can help.

Please let us know if you would like us to organize a call. [Many of you will be attending, or will have representatives, at the annual Director General/Director level FDI Federal/Provincial/Territorial meeting taking place in Toronto on September 19th which will provide an opportunity for some discussion.]

Sincerely,

Hilary Esmonde-White
Director/Directrice
Investor Services/Services aux investisseurs
Invest in Canada/Investir au Canada
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Hilary.esmonde-white@international.gc.ca
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u-4 ?

Veuillez envoyer une copie conforme de votre réponse à Nadin Nanji (nadin.nanji@international.gc.ca) et à Sean McCabe (sean.mccabe@international.gc.ca) d'ici vendredi midi, HNE.

Chers collègues,

Je fais appel à vous puisque, comme la plupart d'entre vous le savent, le 7 septembre 2017, Amazon a publié une demande de propositions (DP) (<https://www.amazon.com/b?ie=UTF8&node=17044620011>) sur son site Web, en demandant aux États, aux provinces et aux régions métropolitaines qui le souhaitent de lui soumettre des propositions dans le cadre d'un processus de sélection concurrentiel d'un emplacement pour installer le deuxième siège social de son entreprise dans une région métropolitaine de l'Amérique du Nord. Amazon embauchera jusqu'à 50 000 nouveaux employés à temps plein et leur offrira une rémunération annuelle totale, en moyenne, qui dépassera les 100 000 \$ au cours des 10 à 15 prochaines années.

Les États, les provinces et les municipalités de l'ensemble de l'Amérique du Nord, y compris un certain nombre d'entités canadiennes, ont eu une réaction initiale immédiate, publique et enthousiaste à l'égard de cette démarche sans précédent d'Amazon.

Je souhaite vous informer qu'un groupe de travail fédéral, mis sur pied par le Bureau du Conseil privé et comptant des représentants d'Affaires mondiales Canada, d'Innovation, Sciences et Développement économique Canada, de Finances Canada, d'Exportation et développement Canada et d'Immigration, Réfugiés et Citoyenneté Canada, a été établi pour veiller à l'harmonisation à l'échelle fédérale et à la préparation d'une réponse dynamique et coordonnée pour présenter la proposition de valeur du Canada dans son ensemble. Des discussions de très haut niveau ont lieu pour discuter de l'élaboration d'une stratégie fédérale. Nous essayons de nous assurer que des emplacements canadiens se trouvent sur la liste des finalistes d'Amazon.

La première étape consistera en l'envoi, à la fin de la semaine, de courts documents sur un certain nombre de sujets qui pourraient être intégrés aux propositions (p. ex. recherche scientifique et développement expérimental, capital-risque et financement, régime fiscal concurrentiel, mode de service réservé à la stratégie en matière de compétences mondiales et autres). Nous déterminerons aussi d'autres exigences relatives aux données pour soutenir l'offre à l'échelle nationale et améliorer les propositions provinciales, régionales ou municipales.

La Direction générale de l'investissement au Canada d'Affaires mondiales Canada est responsable de la coordination de la démarche fédérale en ce qui concerne les intervenants provinciaux, territoriaux et municipaux dans le cadre de ce projet unique. Notre consulat général à Seattle entretient des rapports étroits avec le siège social d'Amazon et il est en communication avec des représentants de l'entreprise dans ce dossier. Amazon a précisé que toutes les demandes de renseignements devraient être envoyées par courriel à l'adresse donnée dans son site Web, puisqu'elle a une équipe qui se consacre à répondre aux demandes. Le consulat général est ravi d'aider les parties canadiennes intéressées qui souhaitent communiquer avec Amazon autrement que par courriel, mais il recommande à toutes ces parties qui veulent rencontrer des représentants d'Amazon à communiquer avec le consulat général pour assurer la participation la plus optimale des personnes-ressources d'Amazon.

Mardi, nous avons organisé une téléconférence avec les membres de l'Alliance des villes Canada en tête, à la demande de l'organisme. Nous avons demandé aux villes membres de nous informer si elles prévoyaient soumettre une proposition et d'indiquer qui est la personne-ressource pour la ville ainsi que de quelle manière elles collaborent avec leur province respective. Nous avons aussi demandé qui étaient les personnes-ressources à l'échelle provinciale et certains d'entre vous nous ont répondu.

Demandes :

Nous aimerions savoir ce que vous pensez au départ : votre province appuiera-t-elle des propositions, celles de quelles villes ou régions et quels sont leurs partenaires? (Nous vous remercions si vous nous avez déjà fourni ces renseignements.)

Nous vous saurions gré de vous assurer que nous recevions une confirmation des personnes-ressources (responsables) de votre province pour les communications courantes au sujet de ce projet, y compris une brève description des entités et personnes-ressources concernées dans votre province.

Nous faisons aussi un suivi des réunions et des dialogues de parties canadiennes intéressées (à l'échelle fédérale, provinciale et municipale) avec des représentants ou des décideurs d'Amazon et vous serions reconnaissants de nous faire savoir si de tels dialogues ont lieu afin d'en assurer la cohérence.

Nous aimerions connaître vos réflexions et vos idées : de quoi avez-vous besoin et en quoi pouvons-nous vous aider?

Nous vous prions de nous faire savoir si vous aimeriez que nous organisions une téléconférence. [Bon nombre d'entre vous assisteront à la réunion annuelle fédérale/provinciale/territoriale sur les investissements directs étrangers des directeurs généraux et de directeurs qui aura lieu à Toronto le 19 septembre ou y enverront des représentants. Il sera possible d'en discuter un peu à cette occasion.]

Cordialement,

Hilary Esmonde-White

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u-4 ?

From: "Sean Elbe"
To: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
Date: 9/25/2017 1:25:51 PM
Subject: RE: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

I did not.

From: Bryan Buggey
Sent: September-25-17 12:28 PM
To: James Raymond <JRaymond@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Cc: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: FW: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

You may have received this?

From: Domench, Martin MIT:EX [<mailto:Martin.Domench@gov.bc.ca>] On Behalf Of Krieger, Brian MIT:EX
Sent: Monday, September 25, 2017 9:57 AM
To: Krieger, Brian MIT:EX <Brian.Krieger@gov.bc.ca>
Subject: Incentives discussion follow up from Presentation and Q/A: Provincial Response to Amazon HQ2

Good morning,

Thank you to everyone who took the time to listen in/attend McKinsey & Company's presentation on incentives on Friday. We've requested their slide deck and hope to circulate it as soon as possible.

We look forward to receiving your Ministry's suggestions and contributions as we compile a list and descriptions of creative ideas for incentives/policy enhancements/unique comparative advantages (existing and potential) that could have the potential to benefit BC's broader tech industry and appeal to Amazon toward the HQ2 opportunity.

We will need to receive your Ministry's inputs and ideas by Wednesday, September 27 so we may bring them forward for consideration and possible inclusion in the bid submission. Jane Burnes from our Ministry will be following up directly with you to gather your ideas.

Thanks again,
Brian

Brian Krieger
Assistant Deputy Minister
International Business Development Division
Ministry of Jobs, Trade and Technology

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British Columbia, Canada V6C 3E1
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From: "James Raymond"

To: "Holling, Chris JTST:EX" <Chris.Holling@gov.bc.ca>
"Collier, David MIT:EX" <David.Collier@gov.bc.ca>
"Bryan Buggy" <BBuggy@vancouvereconomic.com>

CC: "Higgs, Jeremy JTST:EX" <Jeremy.Higgs@gov.bc.ca>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
"Reza, Fatima \ (CA - British Columbia)" <freza@deloitte.ca>
"Bosire, Judy \ (CA - British Columbia)" <jbosire@deloitte.ca>

Date: 10/3/2017 9:26:50 AM

Subject: RE: Labour market data for the Amazon response?

Attachments: Amazon HQ2 labour requirements analysis_FINAL.DOCX

Chris – this is brilliant and very timely. Sending over immediately to the team at Deloitte....

Thank you so much- we will come back to you should this lead to further questions!

From: Holling, Chris JTST:EX [mailto:Chris.Holling@gov.bc.ca]

Sent: Tuesday, October 3, 2017 8:52 AM

To: James Raymond <JRaymond@vancouvereconomic.com>; Collier, David MIT:EX <David.Collier@gov.bc.ca>; Bryan Buggy <BBuggy@vancouvereconomic.com>

Cc: Higgs, Jeremy JTST:EX <Jeremy.Higgs@gov.bc.ca>

Subject: RE: Labour market data for the Amazon response?

Hi James,

Attached is an analysis with supporting data that we thought may be of some use. Let me know if you have any questions or identify other labour market information that you need.

Regards,

Chris



Chris Holling
Director, Forecasting & Economic Analysis
B.C. Labour Market Information Office
Labour Market and Information Division
Ministry of Advanced Education, Skills and Training
Tel: (250) 507-7159 | Email: Chris.Holling@gov.bc.ca

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]

Sent: Monday, September 25, 2017 1:59 PM

To: Collier, David MIT:EX; Bryan Buggy; Holling, Chris JTST:EX

Subject: Re: Labour market data for the Amazon response?

And I'm happy to receive! Pl fire over any data you think will be relevant Chris. We are soon to nail down our specific data asks but would be good to get some initial info

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Collier, David MIT:EX

Sent: Monday, September 25, 2017 1:16 PM

To: Bryan Buggy; Holling, Chris JTST:EX

Cc: James Raymond

Subject: RE: Labour market data for the Amazon response?

Hi Chris,

Happy for you to submit directly to James.

Thanks!

David Collier
A/Executive Director
Technology & Innovation Branch
International Business Development Division
BC Ministry of Jobs, Trade, and Technology
Vancouver, BC
Tel: 604-218-9036

s.22(1)

From: Bryan Buggy [mailto:BBuggey@vancouvereconomic.com]
Sent: Monday, September 25, 2017 12:23 PM
To: Holling, Chris JTST:EX
Cc: James Raymond; Krieger, Brian MIT:EX; Collier, David MIT:EX
Subject: RE: Labour market data for the Amazon response?

Hi Chris...

Thanks for reaching out. Yes, we will want to get this information from you for sure. My understanding is that Brian Krieger's team is the conduit into the Proposal working group for all Ministries, departments and agencies that the Province controls.

Nonetheless, I am copying Brian in here to comment. I have also copied James Raymond, our Manager for Research, who would be your direct contact if Brian would rather have you submit directly.

Why don't you touch base with Brian (or his colleague, David (copied)) first and then let us know.

Cheers;
Bryan

From: Holling, Chris JTST:EX [mailto:Chris.Holling@gov.bc.ca]
Sent: Monday, September 25, 2017 11:28 AM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: Labour market data for the Amazon response?

Hi Bryan,

I was looking at the Amazon RFP last week and noticed that you are taking the lead on the response. I immediately thought that we could put together some labour market data for you, focused on the key occupations they mention they will need to hire. Would you like for us to send you this? it would be quick for us to pull together.

Regards,

Chris



Chris Holling
Director, Forecasting & Economic Analysis
B.C. Labour Market Information Office
Labour Market and Information Division
Ministry of Advanced Education, Skills and Training
Tel: (250) 507-7159 | Email: Chris.Holling@gov.bc.ca

Amazon HQ2 Labour Requirements Analysis

Prepared by the B.C. Labour Market Information Office
Labour Market and Information Division
B.C. Ministry of Advanced Education, Skills and Training

September 2017

SUMMARY

Greater Vancouver, defined as the Mainland/Southwest economic development region (see map on the next page), offers immediate access to a labour force of 1.7 million people with two large adjacent regions, Vancouver Island/Coast and Thompson-Okanagan, offering access to an additional labour force of 1.1 million people.

The region's workforce is highly educated with 64% of those employed in 2016 having a postsecondary degree, certificate or diploma and another 8% having some postsecondary education.

British Columbia's labour supply responds to increases in labour demand through mechanisms such as lower unemployment, higher labour force participation and increased rates of graduation from education programs that produce in-demand occupations. The province is also attractive to in-migrants from other provinces and countries and the Mainland/Southwest region tends to be their primary destination. Over the last ten years net in-migration to B.C. has ranged from about 30,000 to over 60,000 per year with the cycles driven significantly by changes in labour demand. When demand for labour increases in B.C., net in-migration has typically played a key role in supplementing the domestic provincial labour supply.

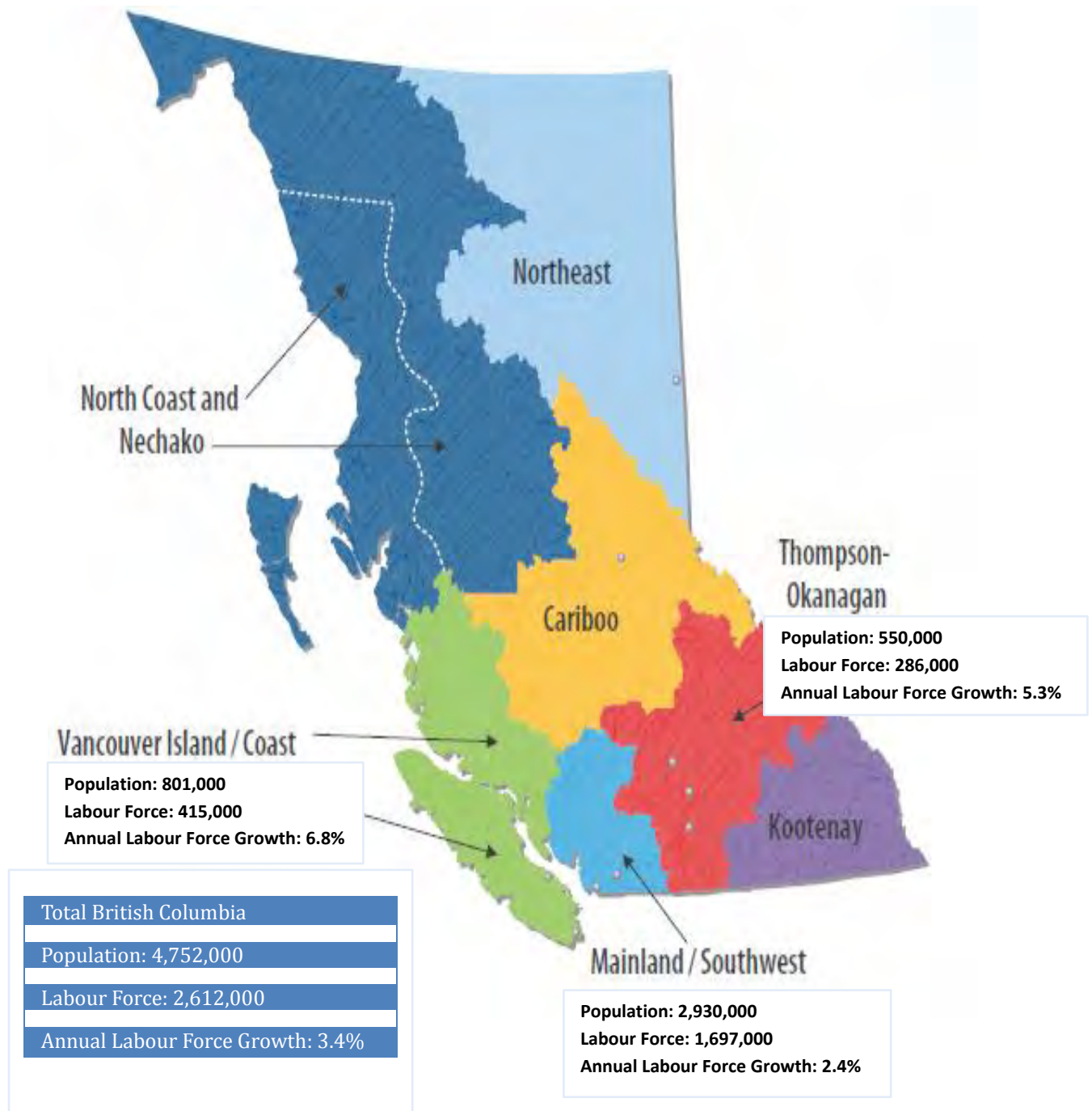
The region also offers a large pool of experienced workers in specific occupations that are directly relevant to the projected employee base at Amazon's second corporate headquarters (HQ2) as specified in the request for proposal. The region offers a labour force today of nearly 400,000 workers in these specific occupations and the rest of B.C. offers another 170,000. Over the next ten years, the B.C. government's B.C. Labour Market Outlook forecast projects an additional supply of these occupations in B.C. of nearly 250,000 from new entrants to the labour force, in-migration from other countries and Canadian provinces as well as inter-occupational mobility/advancement.

BACKGROUND

Amazon issued a request for proposal (RFP) for a project to build its second corporate headquarters (HQ2) and Vancouver is planning to submit a response to this RFP. The project is expected to create as many as fifty thousand (50,000) new full-time jobs with an average annual compensation exceeding one hundred thousand dollars (US\$100,000) per employee, following commencement of operations.

The purpose of this analysis is to provide relevant labour market information regarding the labour requirements identified in the RFP.

B.C. Economic Development Regions



Note: Labour force growth is over the previous 12 months. Data for B.C. at the provincial level are seasonally adjusted. Data for the regions are not seasonally adjusted and are 3-month moving averages. Population data are for 2016, labour force data for August 2017.

Source: Statistics Canada

ANALYSIS

Overview of Mainland/Southwest Economic Development Region

The Mainland/Southwest development region comprises Metro Vancouver on the southwest tip, through the Fraser Valley to Hope, and north to Lillooet. It is the most populous and most economically significant among the seven economic development regions in B.C. The labour force in this region is considered to be the primary labour pool for the HQ2 project. The definition of the region is broadly analogous to the criteria that the U.S. Office of Management and Budget uses to define U.S. Metropolitan Statistical Areas.

This region has 58% of B.C.'s population and is home to 64% of the province's labour force. The region is among B.C.'s youngest regions demographically, with a labour force participation rate of 68% in August 2017, above the provincial average of 66.5%. In August 2017, the unemployment rate hit 4.7%, the lowest of all regions. (Source: Statistics Canada. Labour Force Survey)

Over the next ten years, over 600,000 job openings are anticipated in the region, representing two-in-three job openings in all of B.C. About two-thirds of these job openings will replace existing workers, with the remaining to fill new positions created due to economic growth. Employment in the region is forecast to increase 1.3% on average every year through 2027, the fastest growth rate of all economic regions and above the provincial average of 1.1%. (Source: B.C. Labour Market Outlook)

Adjacent Regions

Immediately to the west and east of Mainland/Southwest are the second and third largest economic development regions of the province. These regions have strong transportation and communication connections to Mainland/Southwest and also have concentrations of technology sector employment. Because of this, they can be considered highly accessible labour pools for the HQ2 project.

To the west is Vancouver Island/Coast with its key cities of Victoria and Nanaimo. This region has a labour force of 415,000 and a population 15 years and older of 670,000.

To the east is the Thompson-Okanagan region with its key cities of Kelowna and Kamloops. It has a labour force of nearly 290,000 and a population 15 years and older of over 440,000. (Source: Statistics Canada. Labour Force Survey)

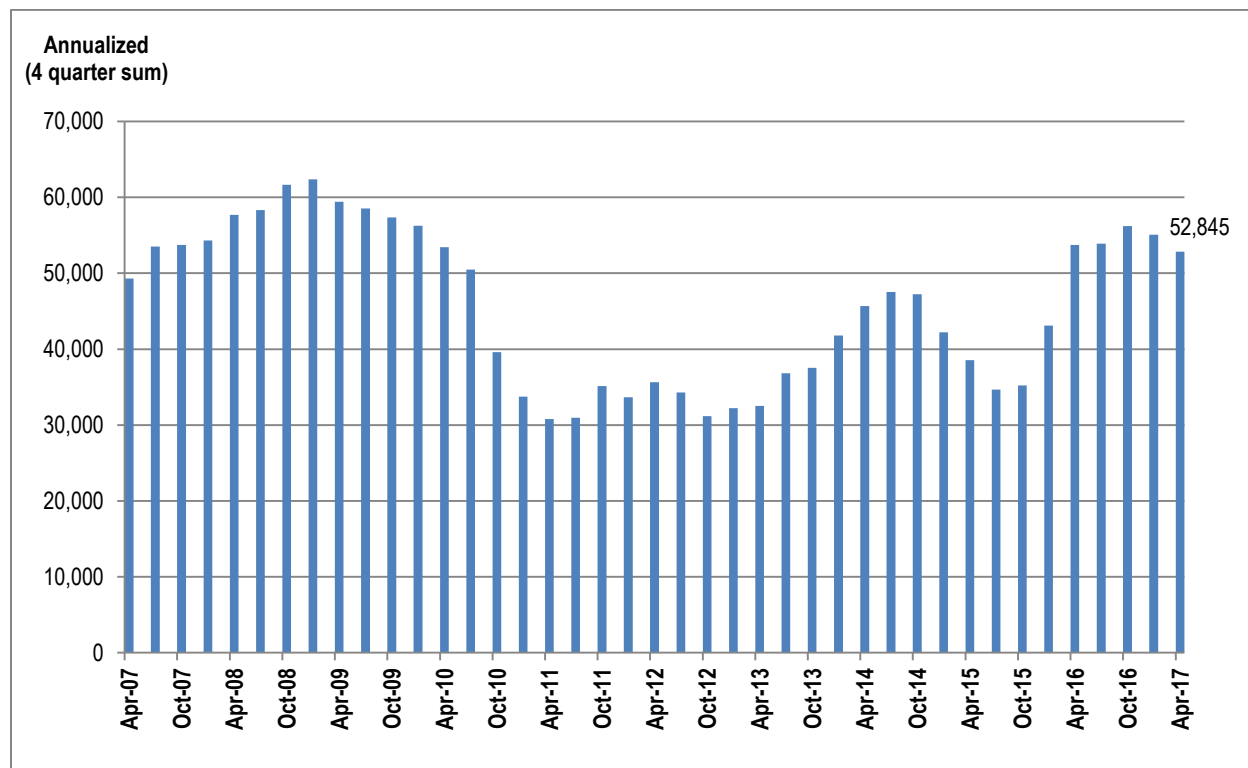
Education

The Mainland/Southwest region has a well-educated labour force. According to Statistics Canada's Labour Force Survey, in 2016 34% of those employed had a university degree, another 30% had a postsecondary certificate or diploma and another 8% had some postsecondary education. (Source: Statistics Canada, Labour Force Survey custom tabulation via B.C. Labour Market Information Office.)

In-migration to British Columbia

British Columbia is an attractive destination that receives a strong inflow of in-migrants each year, both from other Canadian provinces as well as international immigrants. Over the last ten years, net in-migration has ranged from about 30,000 to over 60,000 on an annualized 4-quarter sum basis.

Figure 1: Net In-migration to B.C.: interprovincial and international



Source: Statistics Canada

In-migration tends to respond to labour demand growth in British Columbia. This means that in-migration provides an additional source of labour supply to supplement domestic supply sources such as lower unemployment, higher labour participation, and increased rates of graduation from programs that supply in-demand occupations.

Current Labour Force Characteristics for Key Amazon HQ Occupations

Canada uses its own National Occupational Classification (NOC) to categorize standard occupations covered by Canadian statistical, employment and immigration agencies. This is a system similar in concept to the U.S. Standard Occupational Classification (SOC), however, the U.S. SOC system covers more detailed occupations (840 in total) than the Canadian NOC system (500 detailed occupations)¹.

According to the Amazon HQ2 RFP, the jobs will likely be broken down into five categories: executive/management, engineering with a preference for software development engineers (SDE), legal,

¹ Canada NOC: <http://noc.esdc.gc.ca/English/noc/welcome.aspx?ver=16> U.S. SOC: <https://www.bls.gov/soc/>

accounting, and administrative. Following the Canadian National Occupational Classification (NOC) the relevant key occupational groups (mostly at the 3-digit NOC level) are:

Executive/management

- NOC 011 Administrative services managers
- NOC 012 Managers in financial and business services
- NOC 021 Managers in engineering, architecture, science and information systems
- NOC 060 Corporate sales managers
- NOC 071 Managers in construction and facility operation and maintenance

Engineering with a preference for software development engineers (SDE)

- NOC 217 Computer and information systems professionals, including NOC 2173 Software engineers and designers
- NOC 228 Technical occupations in computer and information systems

Legal

- NOC 4112 - Lawyers and Quebec notaries (within NOC 411)
- NOC 4211 - Paralegal and related occupations (within NOC 421)

Accounting

- NOC 111 Auditors, accountants and investment professionals
- NOC 131 Finance, insurance and related business administrative occupations
- NOC 143 Financial, insurance and related administrative support workers

Administrative

- NOC 112 Human resources and business service professionals
- NOC 121 Administrative services supervisors
- NOC 122 Administrative and regulatory occupations
- NOC 124 Office administrative assistants - general, legal and medical
- NOC 141 General office workers
- NOC 142 Office equipment operators
- NOC 145 Library, correspondence and other clerks

Table 1 shows current labour force estimates for the HQ2 occupations in B.C. and the Mainland/Southwest region. The region is considered the primary, most accessible labour pool for the project, however, labour in B.C. is mobile and the labour force in the rest of the province is a significant supplementary labour pool. The source for these data is Statistics Canada's monthly Labour Force Survey.

Table 1: Labour force characteristics by occupational group, B.C. and Mainland/Southwest, 2016

Occupation	B.C. Labour Force ('000)	Mainland /Southwest Labour Force ('000)	Average B.C. hourly wage rate (Canadian \$ per hour)
011 Administrative services managers	14.2	9.3	39.11
012 Managers in financial and business services	11.6	8.3	40.88
021 Managers in engineering, architecture, science and information systems	11.6	8.8	47.63
060 Corporate sales managers	1.5	1.1	-
071 Managers in construction and facility operation and maintenance	42.2	31.0	37.14
217 Computer and information systems professionals	54.6	43.0	38.13
228 Technical occupations in computer and information systems	18.7	14.3	33.03
411 Judges, lawyers and Quebec notaries	15.1	11.3	45.44
421 Paraprofessional occupations in legal, social, community and education services	54.7	34.6	20.80
111 Auditors, accountants and investment professionals	61.0	45.9	32.38
131 Finance, insurance and related business administrative occupations	31.5	17.8	22.63
143 Financial, insurance and related administrative support workers	29.1	20.1	22.49
112 Human resources and business service professionals	40.0	28.4	34.05
121 Administrative services supervisors	21.8	16.0	26.52
122 Administrative and regulatory occupations	54.6	34.4	24.91
124 Office administrative assistants -	38.9	27.3	23.09

Occupation	B.C. Labour Force ('000)	Mainland /Southwest Labour Force ('000)	Average B.C. hourly wage rate (Canadian \$ per hour)
general, legal and medical			
141 General office workers	55.5	35.2	20.15
142 Office equipment operators	5.8	4.2	18.37
145 Library, correspondence and other clerks	9.7	6.6	22.07
Total of occupational groups	572.1	397.6	N/A

Source: Labour Force Survey custom tabulation data (2016) that is provided by the Labour Market Information Office, Government of B.C.

Labour Market Demand Forecast for Key Occupations

Future labour demand is represented by the anticipated number of job openings over the forecast period, according to the B.C. Labour Market Outlook forecast produced by the B.C. Labour Market Information Office within the B.C. Ministry of Advanced Education, Skills and Training. Table 2 and Table 3 show the projections of the 2017-2027 10-year total job openings for occupations of interest in B.C. and Mainland/Southwest, respectively. By concept, job openings contain two components – expansion demand and replacement demand. Expansion represents the new demand due to economic growth, and replacement reflects the need to replace retiring workers and workers who leave the labour force permanently due to other reasons.

For those key occupations, the 2017-2027 total job openings in Mainland/Southwest account for almost three quarters (72%) of the total expected job openings in B.C. under a base case scenario. Additional background on this forecast is available in the main report at www.workbc.ca/labourmarketoutlook

For the province as a whole, 32% of the 10-year job openings for these occupations are due to expansion demand and the remaining 68% belong to replacement demand. In contrast, 35% of the total job openings for the key occupations are driven by economic growth in Mainland/Southwest.

Table 2: 10-year total job openings by occupational group, B.C., 2017-2027

Occupation	Job Openings	Expansion	Replacement
011 Administrative services managers	10,557	2,397	8,160
012 Managers in financial and business services	16,355	3,759	12,596
021 Managers in engineering, architecture, science and information systems	6,188	2,163	4,025
060 Corporate sales managers	5,231	1,151	4,080
071 Managers in construction and facility operation and maintenance	13,400	1,534	11,866
217 Computer and information systems professionals	27,003	15,136	11,867
228 Technical occupations in computer and information systems	7,361	3,387	3,973
411 Judges, lawyers and Quebec notaries	3,693	1,230	2,464
421 Paraprofessional occupations in legal, social, community and education services	24,348	8,727	15,621
111 Auditors, accountants and investment professionals	17,988	5,214	12,774
131 Finance, insurance and related business administrative occupations	12,896	3,192	9,704
143 Financial, insurance and related administrative support workers	9,747	2,804	6,942
112 Human resources and business service professionals	10,246	3,967	6,279
121 Administrative services supervisors	4,569	1,036	3,534
122 Administrative and regulatory occupations	33,070	7,729	25,341
124 Office administrative assistants - general, legal and medical	17,554	4,857	12,697
141 General office workers	24,206	8,824	15,382
142 Office equipment operators	1,628	522	1,106
145 Library, correspondence and other clerks	3,052	977	2,075
Total of occupational groups	249,094	78,608	170,486

Source: B.C. Labour Market Outlook 2017 Edition that is provided by the Labour Market Information Office, Government of B.C.

Table 3: 10-year total job openings by occupational group, Mainland/Southwest, 2017-2027

Occupation	Job Openings	Expansion	Replacement
011 Administrative services managers	8,301	2,044	6,257
012 Managers in financial and business services	12,215	2,984	9,231
021 Managers in engineering, architecture, science and information systems	5,237	1,922	3,315
060 Corporate sales managers	4,121	941	3,180
071 Managers in construction and facility operation and maintenance	8,822	1,148	7,674
217 Computer and information systems professionals	22,083	13,028	9,055
228 Technical occupations in computer and information systems	5,898	2,867	3,031
411 Judges, lawyers and Quebec notaries	2,951	1,169	1,782
421 Paraprofessional occupations in legal, social, community and education services	15,759	6,263	9,496
111 Auditors, accountants and investment professionals	14,108	4,668	9,440
131 Finance, insurance and related business administrative occupations	7,716	2,309	5,407
143 Financial, insurance and related administrative support workers	7,357	2,368	4,989
112 Human resources and business service professionals	8,094	3,376	4,718
121 Administrative services supervisors	3,474	852	2,622
122 Administrative and regulatory occupations	21,673	5,620	16,053
124 Office administrative assistants - general, legal and medical	11,090	3,533	7,558
141 General office workers	16,335	6,615	9,721
142 Office equipment operators	1,328	457	871
145 Library, correspondence and other clerks	1,943	727	1,216
Total of occupational groups	178,506	62,891	115,615

Source: B.C. Labour Market Outlook 2017 Edition that is provided by the Labour Market Information Office, Government of B.C.

Labour Market Supply Forecast for Key Occupations

Table 4 shows the 10-year total additions of supply components for these key occupations.

Table 4: 10-year total additions of supply components by occupational group, B.C., 2017-2027

	New Entrant Supply (17 to 29 years old)		Net In-Migration (All Ages)		Inter-Occupational Mobility/Change in Labour Force Participation (30+ years old)		
Occupation	Public Post- seconda ry & All Trades	Other	Internati onal	Interpro vincial	Public Post- seconda ry & All Trades	Other	Total Supply Addition
011 Administrative services managers	320	0	1,520	120	1,360	7,070	10,390
012 Managers in financial and business services	3,210	0	1,400	230	1,010	10,260	16,110
021 Managers in engineering, architecture, science and information systems	340	0	1,260	50	440	4,080	6,170
060 Corporate sales managers	560	0	740	60	200	3,560	5,120
071 Managers in construction and facility operation and maintenance	1,180	0	1,240	210	700	9,880	13,210
217 Computer and information systems professionals	8,580	4,100	8,940	2,080	2,080	1,360	27,140
228 Technical occupations in computer and information systems	2,590	820	1,980	600	970	310	7,270
411 Judges, lawyers and Quebec notaries	1,590	980	500	100	710	-320	3,560
421 Paraprofessional occupations in legal, social, community and education services	11,180	3,070	4,530	3,540	6,440	-4,940	23,820
111 Auditors, accountants and investment professionals	9,020	1,580	4,970	1,470	2,360	-1,840	17,560
131 Finance, insurance and related business administrative occupations	2,070	2,780	2,140	1,900	750	2,990	12,630
143 Financial, insurance and related administrative support workers	4,650	2,280	3,480	930	1,420	-3,240	9,520
112 Human resources and business service professionals	9,060	760	1,250	910	2,190	-4,050	10,120
121 Administrative services supervisors	530	0	560	50	180	3,180	4,500

	New Entrant Supply (17 to 29 years old)		Net In-Migration (All Ages)		Inter-Occupational Mobility/Change in Labour Force Participation (30+ years old)		
Occupation	Public Post- seconda ry & All Trades	Other	Internati onal	Interpro vincial	Public Post- seconda ry & All Trades	Other	Total Supply Addition
122 Administrative and regulatory occupations	6,170	0	4,110	3,930	2,140	16,230	32,580
124 Office administrative assistants - general, legal and medical	6,640	3,260	3,540	2,700	2,090	-1,060	17,170
141 General office workers	8,420	5,590	4,580	2,780	2,380	-40	23,710
142 Office equipment operators	320	390	750	110	110	-100	1,580
145 Library, correspondence and other clerks	880	770	450	400	360	120	2,980
Total of occupational groups	77,310	26,380	47,940	22,170	27,890	43,450	245,140

Source: B.C. Labour Market Outlook 2017 Edition; B.C. Post-Secondary Supply Model 5th Edition. Both data are provided by the Labour Market Information Office, Government of B.C.

Demand and Supply Forecast for Key Occupations

Table 5 shows how expected job openings will be filled by various supply components and to what degree. For those key occupational groups as a whole, 31% of their anticipated job openings in the province will be filled by new labour market entrants (aged 17-29) graduating from B.C.'s public post-secondary institutions, 11% to be filled by other types of new entrants aged 17-29, 28% by migrants (19% via international immigration and 9% via interprovincial migration), and another 29% to be filled through inter-occupational mobility.

For example, on one side, new labour market entrants graduating from B.C.'s public post-secondary institutions are expected to fill most of the anticipated job openings for Human resources and business service professionals (88%); on the other side, the vast majority of the job openings for management occupations will be filled through other supply sources such as inter-occupational mobility as those positions usually require certain years of work experience.

The B.C. Labour Market Outlook expects that 98% of the anticipated 10-year job openings will be filled by the various sources of labour supply the remaining 2% will be filled through reduced unemployment.

Table 5: Percentages of job openings to be filled by supply component for key occupational groups, B.C., 2017-2027

Occupation	Job Openings	New Entrant Supply (17-29)			Net In-Migration		Inter-Occupational Mobility	
		Public Post-secondary & All Trades	Other	International	Interprovincial	Public Post-secondary & All Trades	Other	Total Supply Addition
011 Administrative services managers	10,557	3%	0%	14%	1%	13%	67%	98%
012 Managers in financial and business services	16,355	20%	0%	9%	1%	6%	63%	99%
021 Managers in engineering, architecture, science and information systems	6,188	5%	0%	20%	1%	7%	66%	100%
060 Corporate sales managers	5,231	11%	0%	14%	1%	4%	68%	98%
071 Managers in construction and facility operation and maintenance	13,400	9%	0%	9%	2%	5%	74%	99%
217 Computer and information systems professionals	27,003	32%	15%	33%	8%	8%	5%	101%
228 Technical occupations in computer and information systems	7,361	35%	11%	27%	8%	13%	4%	99%
411 Judges, lawyers and Quebec notaries	3,693	43%	27%	14%	3%	19%	-9%	96%
421 Paraprofessional occupations in legal, social, community and education services	24,348	46%	13%	19%	15%	26%	-20%	98%
111 Auditors, accountants and investment professionals	17,988	50%	9%	28%	8%	13%	-10%	98%
131 Finance, insurance and related business administrative occupations	12,896	16%	22%	17%	15%	6%	23%	98%
143 Financial, insurance and related administrative support workers	9,747	48%	23%	36%	10%	15%	-33%	98%
112 Human resources and business service professionals	10,246	88%	7%	12%	9%	21%	-40%	99%
121 Administrative services supervisors	4,569	12%	0%	12%	1%	4%	70%	98%
122 Administrative and regulatory occupations	33,070	19%	0%	12%	12%	6%	49%	99%

Occupation	Job Openings	New Entrant Supply (17-29)			Net In-Migration		Inter-Occupational Mobility	
		Public Post-secondary & All Trades	Other	International	Interprovincial	Public Post-secondary & All Trades	Other	Total Supply Addition
124 Office administrative assistants - general, legal and medical	17,554	38%	19%	20%	15%	12%	-6%	98%
141 General office workers	24,206	35%	23%	19%	11%	10%	0%	98%
142 Office equipment operators	1,628	20%	24%	46%	7%	7%	-6%	97%
145 Library, correspondence and other clerks	3,052	29%	25%	15%	13%	12%	4%	98%

Source: B.C. Labour Market Outlook 2017 Edition; B.C. Post-Secondary Supply Model 5th Edition. Both data are provided by the Labour Market Information Office, Government of B.C.

From: "Sean Elbe"
To: "Quinlan, Kevin" <Kevin.Quinlan@vancouver.ca>
CC: "Bryan Buggey" <BBuggey@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/10/2017 10:26:45 AM
Subject: Re: Meeting with Amazon

Hi Kevin,

Here are the main points:

- Amazon HQ2 has been a fantastic catalysts for community collaboration and data gathering
- We're quietly confident on being shortlisted but know it'll be incredible tough
- Delighted at existing plans to expand, want to work with you closer to smooth this path
- Whatever happens, we're in a long term relationship with Amazon. Work with the VEC to support connectivity into the City.
- Potential near term expansion opportunity leveraging our digital entertainment, video games and film talent. Strongly urge them to continue work with the VEC on this exploring this and understanding tax incentives.

Questions to ask and learn from:

- Advice on how the HQ2 process has evolved since issuing the RFP
- Examples of how cities have worked well with Amazon
- How have other Canadian cities been pursuing Amazon (Montreal/Toronto)

Thanks or taking this. s.22(2)(e)(f)(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: Re: Meeting with Amazon

Hi Kevin,

Thanks for checking in. What time is the meeting?

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: Meeting with Amazon

Hi Ian, wanted to make sure you're in the loop with a meeting the Mayor is having with Amazon on Tuesday. s.22(2)(e)(f)(h)
s.22(2)(e)(f)(h) Wanted to check in to see if there's any updated info we should have heading into it.

Thanks

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

From: "Marley, Eleena" <Eleena.Marley@vancouver.ca>

To: "Ian McKay" <IMcKay@vancouvereconomic.com>

CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Bryan Buggie" <BBuggie@vancouvereconomic.com>

Date: 9/20/2017 10:20:25 AM

Subject: RE: MEMORANDUM September 19th to Council

Attachments: MEMORANDUM September 19th to Council - Draft - EM edits.docx

Ian,

Thanks for the Council, memo, see attached for a version I edited yesterday.

This morning I spoke to Sadhu and Paul M and they suggested the following elements for you to incorporate ahead of issuing to Council:

s.13(1)

A large rectangular area of the document has been redacted with a solid grey fill. The redaction covers several lines of text, starting from the line 's.13(1)' and extending downwards.

Also, Sadhu will call the Surrey City Manager today to discuss Surrey's donation and role. The premise is to set up a bid steering committee to meet circa weekly consisting of BC Housing, COV, VEC and possibly Surrey (or other key donators). I will speak to James later today to co-develop a Bid governance structure

Eleena

From: Ian McKay [mailto:IMcKay@vancouvereconomic.com]

Sent: Tuesday, September 19, 2017 1:58 PM

To: Marley, Eleena

Subject: MEMORANDUM September 19th to Council

Eleena,

First crack at a memo to council – grateful for comments on format/content from those more familiar with these. Grateful if you could share with Sadhu and others for review.

Ian

s.13(1)



s.13(1)



From: ["Aisling Geaney"](#)

To: ["Carolyn Armanini" <carmanini@newwestcity.ca>](#)

CC: ["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)

Date: 9/27/2017 9:18:22 AM

Subject: RE: New West - Amazon HQ2 Participation

Attachments: Invoice to City of New Westminster re Amazon HQ2.pdf
Direct Deposit Form 2017.pdf

Hi Carolyn,

By way of introduction, my name is Aisling Geaney and I am the Senior Accountant here in the Vancouver Economic Commission. Through conversations with Bryan Buggy, I understand the City of Westminster have agreed to contribute **s.17(1)** towards the development of Vancouver's bid for Amazon HQ2. The VEC will be leading this process and working with Deloitte in order to get the best proposal together as possible. We really appreciate your contribution towards funding this process.

I have attached an invoice for the amount of your agreed contribution. Please let me know as soon as payment is made so I can update our records. If you have any questions, please let me know.

Kind Regards,

Aisling Geaney

Senior Accountant

P: +1 (604) 336-8015

E: ageaney@vancouvereconomic.com



Suite 1500, 401 W. Georgia

Vancouver, BC V6B 5A1

[Website](#) | [Blog](#) | [Twitter](#)

From: Carolyn Armanini [mailto:carmanini@newwestcity.ca]

Sent: Wednesday, September 27, 2017 8:47 AM

To: Bryan Buggy <BBuggy@vancouvereconomic.com>

Cc: Aisling Geaney <ageaney@vancouvereconomic.com>

Subject: RE: New West - Amazon HQ2 Participation

Morning Bryan,

A simple invoice is good for us.

Thanks,

Carolyn Armanini, MCIP, RPP | Economic Development Coordinator

T 604.527.4647 | E carmanini@newwestcity.ca

🏛️ City of New Westminster | Office of the CAO

511 Royal Avenue, New Westminster, BC V3L 1H9

www.newwestcity.ca

From: Bryan Bugey [<mailto:BBuggey@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 8:42 AM
To: Carolyn Armanini
Cc: Aisling Geaney
Subject: RE: New West - Amazon HQ2 Participation

Hi Carolyn;

Are you ok if we just send you a simple invoice for the HQ2 bid contribution? Or do you require some other kind of paperwork? Please advise.

Bryan

From: Carolyn Armanini [<mailto:carmanini@newwestcity.ca>]
Sent: Tuesday, September 26, 2017 2:48 PM
To: Bryan Bugey <BBuggey@vancouvereconomic.com>
Subject: New West - Amazon HQ2 Participation

Hi Bryan,

Ruby forwarded me the email below. I wanted to let you know that we are able to confirm our contribution of **s.17(1)** towards the retention of Deloitte.

We're excited to participate and I'm looking forward to being updated on the details for the next meeting.

Kind regards,
Carolyn

Carolyn Armanini, MCIP, RPP | Economic Development Coordinator
T 604.527.4647 | E carmanini@newwestcity.ca

🏛️ City of New Westminster | Office of the CAO
511 Royal Avenue, New Westminster, BC V3L 1H9
www.newwestcity.ca

----- Original Message -----

Subject: Amazon HQ2 Update
From: Bryan Bugey <>
Date: Sep 26, 2017, 2:01 PM
To: Ruby Campbell <rcampbell@newwestcity.ca>
Ruby...I wanted to include you in this email that was sent out by Ian, yesterday.

Bryan

Dear All,

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

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 start up 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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INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

Vancouver Economic Commission

Suite 1500
401 W. Georgia Street
Vancouver, British Columbia V6B 5A1
Canada

INVOICE

Invoice No.: AmazonHQ2-002
Date: 2017-09-27
Ship Date:
Page: 1
Re: Order No.

Sold to:**City of New Westminster**

Carolyn Armanini
City of New Westminster
511 Royal Avenue
New Westminster, British Columbia V3L 1H9
Canada

Ship to:

City of New Westminster
Carolyn Armanini
City of New Westminster
511 Royal Avenue
New Westminster, British Columbia V3L 1H9
Canada

Business No.: 880526561

Quantity	Unit	Description	Tax	Base Price	Disc %	Unit Price	Amount
		Contribution towards the development of Vancouver's Amazon HQ2 bid	GI	s.17(1)		s.17(1)	s.17(1)
		Subtotal:					
		GI - GST Included					
		GST					
Vancouver Economic Commission		GST: #880526561					
Shipped By: Tracking Number:						Total Amount	s.17(1)
Comment:						Amount Paid	
Sold By:						Amount Owning	

Description of Service

This is an alternative way to have payments made to you. Instead of issuing cheques, which is costly and not always reliable, we can arrange a Direct Deposit via the country wide payments system to your account no matter where you bank. This means **less worry** for you, in getting the payment to your account. You can set up a special account if you want a **private** deposit account. It will cost you nothing and you will still receive a statement of earnings for your records. We recommend this service and ask that you complete the application below.

First Name		Middle Initial	Last Name
Apt / Unit Number 1500	Street Address 401 WEST GEORGIA ST		
City / Town VANCOUVER		Province BC	Postal Code V6B 5A1
Organization / or Company Name VANCOUVER ECONOMIC COMMISSION			

Is hereby **requested and authorized** to make deposits to my / our account as designated below which are payments due to me. This authorization may be cancelled or the account number changed by a telephone call to said organization at least **one week** before payments are due to me.

X

Member Signature

Date (yyyy-mm-dd)

Name of Financial Institution Vancity Credit Union			
Branch Information			
Branch Name DOWNTOWN COMMUNITY BRANCH			
Apt / Unit Number	Street Address 898 WEST PENDER ST		
City / Town VANCOUVER	Province BC	Postal Code V6C 1J8	

1	6	3	0	0	8	0	9	1	0	0	0	5	7	8	7	1	8	6	6
transit number								account number											

Internal Use Only			
Vancity verification of account:			
HEATHER MADORE	s.22(1)	X	2017-03-06
Employee Name	Employee Number	Employee Signature	Date (yyyy-mm-dd)

From: "Carolyn Armanini" <carmanini@newwestcity.ca>
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/2/2017 1:11:27 PM
Subject: RE: Next Steps

Not to worry Bryan – lots of moving parts! Thanks for the update.

Best,

Carolyn Armanini, MCIP, RPP | Economic Development Coordinator
T 604.527.4647 | E carmanini@newwestcity.ca

🏛️ City of New Westminster | Office of the CAO
511 Royal Avenue, New Westminster, BC V3L 1H9
www.newwestcity.ca

From: Bryan Buggy [mailto:BBuggy@vancouvereconomic.com]
Sent: Monday, October 02, 2017 1:09 PM
To: Carolyn Armanini
Subject: RE: Next Steps

Carolyn...there is a 4pm conference call today. I will forward you that invite now. Apologies that you did not get this on Friday. Someone is working off an old list. You should have been on it. I'll make sure it gets updated.

Bryan

From: Carolyn Armanini [<mailto:carmanini@newwestcity.ca>]
Sent: Monday, October 2, 2017 12:10 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Next Steps

Hi Bryan,

Wondering if you're able to give a quick briefer on anticipated next steps for Amazon HQ2? Are you still anticipating a meeting with stakeholders this week?

Thanks,
Carolyn

Carolyn Armanini, MCIP, RPP | Economic Development Coordinator
T 604.527.4647 | E carmanini@newwestcity.ca

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From: ["James Raymond"](#)
To: ["Bryan Buggy" <BBuggey@vancouvereconomic.com>](#)
Date: 9/23/2017 12:44:45 PM
Subject: Re: Possible provincial NR on Amazon HQ2 next week

It's ok thks. If tania back on mon she can handle this

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Bryan Buggy
Sent: Friday, September 22, 2017 5:10 PM
To: James Raymond
Subject: Re: Possible provincial NR on Amazon HQ2 next week

Do you want me to call them?

Get [Outlook for iOS](#)

From: James Raymond
Sent: Friday, September 22, 2017 7:20:50 PM
To: Bryan Buggy
Subject: FW: Possible provincial NR on Amazon HQ2 next week

From: Li, Jessica P GCPE:EX [mailto:Jessica.P.Li@gov.bc.ca]
Sent: Friday, September 22, 2017 4:20 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Ingrid Valou <IValou@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>; Eleena Marley <Eleena.Marley@vancouver.ca>; Stewart, Courtney GCPE:EX <Courtney.Stewart@gov.bc.ca>
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Hi James,

Nice to meet you, and thank you for responding to my email in Ingrid's and Tania's absence.

Our goal is to send out the provincial news release towards the end of next week. The date that we're considering is Sept. 29; the Premier may mention BC's contribution in his speech, and we will issue a NR if confirmed and approved by the Premier's Office.

Thanks for letting us know about your concerns. We understand why you would have reservations about the amount of information that may be shared in our provincial announcement. I know from Ingrid and our ministry staff that this is a fast-moving project.

Given that it is evolving quickly, do you think by the next week, we may be in a position to mention the details on Deloitte and the overall cost? Because we'd like to clarify what the provincial contribution will go toward, for transparency.

We can keep touching base with you guys on this next week, before it is finalized on Thursday. If you don't think it will be at the point to be shared publicly by Thursday/Friday, we will remove references to Deloitte and the final amount from the news release. Is that ok with you?

Please let me know if you have other concerns. We are happy to discuss further if you like, I've cc'd my manager Courtney Stewart on this email too.

Sincerely,

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Friday, September 22, 2017 3:34 PM
To: Li, Jessica P GCPE:EX
Cc: Ingrid Valou; Tania Parisella; Eleena Marley
Subject: RE: Possible provincial NR on Amazon HQ2 next week

Hi Jessica

Thanks for your email. Apologies for any delays in our response, Ingrid is away and Tania our Director is also away this week.

As Project Manager for the Amazon HQ2 bid I would like to provide some initial thoughts on your request, but Tania will respond more formally when back next week.

I do have concerns about naming Deloitte and the cost, certainly at this point. As you may know they were selected through a public RFS process organized by the City of Vancouver, and therefore this information may or may not be subject to business confidentiality. Eleena Marley – our City liaison cc'ed - can hopefully speak to this.

My other concern is timing. You may also know that we are still in the process of sourcing funding from other partners eg cities around Metro Vancouver. Therefore, to do an announcement at this point, would be premature and would cause issues for future funders who are in the process of coming on board.

Hope that makes sense?
Please call or email me any questions

Thanks
James

JAMES RAYMOND
Manager, Research & Analysis
P: 604 336 8021 | C: 778 788 7721

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From: Li, Jessica P GCPE:EX <Jessica.P.Li@gov.bc.ca>
Sent: Friday, September 22, 2017 1:16:13 PM
To: Ingrid Valou
Cc: Stewart, Courtney GCPE:EX
Subject: Possible provincial NR on Amazon HQ2 next week

Hi Ingrid,

As mentioned in our conversation yesterday, the Province is interested in announcing its support (financial contribution) for Metro Vancouver's joint application for Amazon HQ2, in the Premier's speech at UBCM next week. In addition to that, we may also issue a NR, which, if confirmed, we would like to get quotes from VEC and the confirmed municipal partners.

Our ministry reps told us that VEC and the partners have engaged Deloitte to package the proposal, s.13(1), s.17(1)
s.13(1), s.17(1)

Would you have any concern if we mention Deloitte and the total cost in the draft NR, for possible publication next week? (being drafted right now, I'll send you a copy for review later).

We'd like to include this information because it provides clarity on what the provincial contribution will go toward, and that a professional, established company is helping to put the proposal together.

VEC's statement posted yesterday did not include Deloitte or the amount, but as you know, this is evolving fast. If we issue a NR later next week, we hope the partners/ steering committee would be ok with it. If you prefer this info not be announced, please let me know.

Thank you for your help.

Sincerely,
Jess

Jessica P. Li
Senior Public Affairs Officer
Government Communications & Public Engagement
250-952-0624/ (cell) 250-480-8781
Jessica.P.Li@gov.bc.ca

From: "James Raymond"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Eleena Marley" <Eleena.Marley@vancouver.ca>
Date: 9/27/2017 9:50:26 AM
Subject: Re: Project Plan and Progress Update

Understood, thanks

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggy
Sent: Wednesday, September 27, 2017 9:28 AM
To: James Raymond; Eleena Marley
Subject: RE: Project Plan and Progress Update

James, if you look at the governance structure that was designed, you will note that both of us are on the executive project team. Only Ian is on the Steering Committee. That's probably why we didn't get the invite.

From: James Raymond
Sent: Wednesday, September 27, 2017 9:00 AM
To: Eleena Marley <Eleena.Marley@vancouver.ca>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: Re: Project Plan and Progress Update

Good point, thks Eleena. Have informed Slavi and the team to update their email list

Tom from Deloitte will be attending - the project manager - so he can speak to a progress update. And I or Ian can complement

Btw when is the steering committee meeting today? I have not received an invite and believe I was supposed to? Pl can you let know whoever's booking it . Suggest bryan is gets an invite too

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Marley, Eleena
Sent: Wednesday, September 27, 2017 8:53 AM
To: James Raymond; Bryan Buggy
Subject: RE: Project Plan and Progress Update

1. I don't see Metro or Paul on there. I should also be included – Can you correct with Slavi for future updates.
2. I'm digging for data contacts and will revert and leave to you to determine whether they are useful

Will Ian being speaking to Deloitte's progress given most of the team are travelling during the SC.

Eleena

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 8:51 AM
To: Buggy, Bryan; Marley, Eleena
Subject: Re: Project Plan and Progress Update

1. The plan was sent to all the SC already by deloitte (same time as I got it as you can see below)
2. I think I have all the contacts I need for the city data, if I don't have the data already. But will ask you Eleena if I need to connect to someone
3. We have selected the most relevant tech leaders and they are being reached out to

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Bryan Buggey
Sent: Wednesday, September 27, 2017 8:23 AM
To: Eleena Marley; James Raymond
Subject: RE: Project Plan and Progress Update
Hi Eleena;

1. I thought this plan was already presented to the SC. James, please advise.
2. Job stats and other metrics will come from the Province's Labour Market Division within the Ministry of Advanced Ed and Skills Training. Province has other sources, too. I've seen some emails go around about this. But it doesn't hurt to review the City's data, too. Can you connect James to the right data person at the City?
3. Sean Elbe was directed to reach out to a bunch of Tech leaders, I believe. He started this yesterday.

Bryan

From: Marley, Eleena [<mailto:Eleena.Marley@vancouver.ca>]
Sent: Wednesday, September 27, 2017 8:11 AM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: Project Plan and Progress Update

Morning both,

is the intention to present this to the Steering Committee? If not, parts of this should be presented to the SC and the whole should be sent to Sadhu and Paul at minimum.

Also, apart from the site selection data/info, will there be anything further you will need from the municipal teams or do you have access to job stats, quality of life metrics etc?

Finally, should the stakeholders include the locally grown tech industry (i.e. Hootsuite) – I don't see them represented

Thanks
Eleena

From: James Raymond [<mailto:JRaymond@vancouvereconomic.com>]
Sent: Tuesday, September 26, 2017 7:53 PM
To: Marley, Eleena
Cc: Buggey, Bryan
Subject: Fw: Project Plan and Progress Update
Importance: High

Apologies for the delay in sending over, I was speaking at a VEC event we had planned pre amazon

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Sent: Tuesday, September 26, 2017 4:44 PM
To: Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca); Ian McKay
Cc: Corner, Tom (CA - British Columbia); Beaton, Douglas (CA - British Columbia); James Raymond
Subject: Project Plan and Progress Update

Steering Committee,

Please find attached the draft project plan, which outlines the objectives, approach, governance, stakeholder engagement and critical path to delivering on the project by the deadline. This document is intended for internal project use only, please do not forward to external stakeholders. Doug and I are both on flights during tomorrow's Steering Committee meeting and we understand it is not possible to schedule to another time this week, so please feel free to send us any feedback or questions you may have. Tom Corner from Deloitte will attend to listen in on the discussion.

We have made substantial progress since the last steering committee meeting, including:

- Developed and circulated a request for suitable sites to city managers and developer community
- Drafted project plan (attached)
- Drafted initial storyboard, identified preliminary messaging and key supporting data points
- Began data collection and analysis for Talent section
- Conducted initial stakeholder interviews with:
 - City of Vancouver
 - City of Surrey
 - 13 of 20 large lower mainland companies for testimonials
 - Harbour Air
 - Air Canada
- Scheduled interviews with:
 - s.17(1)
 - Telus

James, could you kindly forward this update and the attached project plan to the VEC team?

Thank you,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, September 25, 2017 5:35 PM
To: 'Sadhu.Johnston@vancouver.ca' <Sadhu.Johnston@vancouver.ca>; 'VALalonde@surrey.ca'
Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; 'brian.krieger@gov.bc.ca' <brian.krieger@gov.bc.ca>; 'david.collier@gov.bc.ca' <david.collier@gov.bc.ca>; 'Stephen Wu (swu@surrey.ca)' <swu@surrey.ca>; 'Ian McKay' <IMcKay@vancouvereconomic.com>
Subject: URGENT: For Distribution Today
Importance: High

Thank you to everyone who provided feedback on the request for proposal of suitable sites. Please find the final version attached.

Vincent, Sadhu, could you kindly work with your teams to circulate the RFP to the city managers and developer community. If you could do so tonight, it will be much appreciated as we have given Friday, September 29th as the deadline.

Thank you,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Diamandiev, Slavi (CA - British Columbia)

Sent: Sunday, September 24, 2017 12:47 PM

To: Ian McKay <IMcKay@vancouvereconomic.com>; Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca) <swu@surrey.ca>

Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>

Subject: RE: CONFIDENTIAL: Amazon HQ2 Sites Needed

Hi All –

Please find attached a revised version of the RFP I, which incorporates feedback we have received to date. Please review and let us know if you would like to make further changes by noon on Monday. We'd like to circulate to the city managers and developers by end of day Monday, since the deadline to respond is end of week.

Thank you and have a nice rest of the weekend.

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Beaton, Douglas (CA - British Columbia)

Sent: Friday, September 22, 2017 7:09 PM

To: Ian McKay <IMcKay@vancouvereconomic.com>; Sadhu.Johnston@vancouver.ca; 'VALalonde@surrey.ca'; brian.krieger@gov.bc.ca; david.collier@gov.bc.ca; Stephen Wu (swu@surrey.ca) <swu@surrey.ca>

Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>

Subject: FW: CONFIDENTIAL: Amazon HQ2 Sites Needed

Steering committee,

Following up on our meeting and Sadhu's email, attached is the draft note outlining the relevant criteria, deadline and contacts for site selection. Please send any comments by end of day tomorrow, after that we'll distribute to city planners and others.

Note that Slavi Diamandiev, our Economics and Policy practice leader, who's copied will be the lead. Any questions, let us know.

Doug

Douglas Beaton
Partner | Deloitte LLP
D: +1 (604) 640-3058 | M: +1 (604) 417-0450
dbeaton@deloitte.ca



[LinkedIn](#) | [Facebook](#) | [Twitter](#) | [YouTube](#)

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

Sent: Friday, September 22, 2017 4:19 PM

To: 'juli.kolby@anmore.com' <juli.kolby@anmore.com>; 'ldysart@belcarra.ca' <ldysart@belcarra.ca>; 'klalonde@bimbc.ca' <klalonde@bimbc.ca>; 'Lambert.Chu@burnaby.ca' <Lambert.Chu@burnaby.ca>; 'Carol.Mason@metrovanvancouver.org' <Carol.Mason@metrovanvancouver.org>; 'psteblin@coquitlam.ca' <psteblin@coquitlam.ca>; 'gharvie@corp.delta.bc.ca' <gharvie@corp.delta.bc.ca>; 'fcheung@langleycity.ca' <fcheung@langleycity.ca>; 'mbakken@tol.ca' <mbakken@tol.ca>; 'admin@lionsbay.ca' <admin@lionsbay.ca>; 'pgill@mapleridge.ca' <pgill@mapleridge.ca>; 'lspitale@newwestcity.ca' <lspitale@newwestcity.ca>; 'ktollstam@cnv.org' <ktollstam@cnv.org>; 'StuartD@dnv.org' <StuartD@dnv.org>; 'mroberts@pittmeadows.bc.ca' <mroberts@pittmeadows.bc.ca>; 'leeburnj@portcoquitlam.ca' <leeburnj@portcoquitlam.ca>; 'tsavoie@portmoody.ca' <tsavoie@portmoody.ca>; 'gduncan@richmond.ca' <gduncan@richmond.ca>; 'VALalonde@surrey.ca' <VALalonde@surrey.ca>; 'tfletcher@tsawwassenfirstnation.com' <tfletcher@tsawwassenfirstnation.com>; Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>; 'nleemhuis@westvancouver.ca' <nleemhuis@westvancouver.ca>; 'dbottrill@whiterockcity.ca' <dbottrill@whiterockcity.ca>
Cc: Ian McKay <IMcKay@vancouvereconomic.com>; Marley, Eleena <Eleena.Marley@vancouver.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: CONFIDENTIAL: Amazon HQ2 Sites Needed

Greetings RAAC-

The Vancouver Economic Commission (with Vancouver) along with the City of Surrey are coordinating with the Province to submit a bid for the Amazon HQ2. Given the really short timelines, Vince and I decided that we'd help champion getting something in from the lower mainland municipalities. We don't intend to step on any toes, but rather just wanted to make sure that we have a coordinated approach. We did a quick competitive procurement and have selected Deloitte to help pull together the bid.

So, with that said, we have less than 4 weeks left to put forward a compelling bid that demonstrates a strong opportunity for Amazon to grow their operations in our lower mainland community.

We need additional sites throughout the region that can be considered. They see a 15 year build-out, so some sites would be built out sooner than others. While we figure out the criteria for their selection process, we wanted to give RAAC members a heads-up to be looking for appropriate sites. We intend to put out a call for the submission of sites early next week that will outline their criteria.

In the meantime, if you have a site in your community (or have been approached by a developer that has a site) for an early phase, or a later phase, please let Doug Beaton at Deloitte know. His email is: dbeaton@deloitte.ca

Thanks very much. Feel free to call me, Vince, or Ian McKay from the VEC if you have questions or comments.

Thanks

Sadhu (with Vince and Ian)

Sadhu Aufochs Johnston | City Manager
City of Vancouver | 453 W 12th Avenue
Vancouver | BC V5Y 1V4
604.873.7627 | Sadhu.johnston@vancouver.ca



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From: "James Raymond"
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
Date: 10/10/2017 9:40:08 AM
Subject: RE: Provincial items

If they can't commit to more funding for tech seats at university I feel we might as well give up

I am just re-reading all of the incentive information we received and I noticed that the language we received from the Ministry of Advanced Education doesn't actually contain a commitment for additional graduates or even an affirmation of the previous tech strategy commitment of 1,000 tech graduated per year (it mentioned previously committed funding of \$36M for "hundreds of spaces over 3 years"). Given how central the talent output is to the value proposition, do you think it would be possible to strengthen this commitment?

From: Bryan Buggy
Sent: Monday, October 9, 2017 12:31 PM
To: James Raymond <JRaymond@vancouvereconomic.com>; Ian McKay <IMcKay@vancouvereconomic.com>
Subject: RE: Provincial items

I'll give Brian Krieger a call tomorrow to discuss.

From: James Raymond
Sent: Monday, October 9, 2017 12:16 PM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: Fw: Provincial items

We are really not getting much out of the province

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Sent: Monday, October 9, 2017 11:03 AM
To: James Raymond
Subject: Fwd: Provincial items

FYI

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

Begin forwarded message:

From: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
Date: October 9, 2017 at 11:00:40 AM PDT
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
Cc: "Krieger, Brian JTT:EX" <Brian.Krieger@gov.bc.ca>, "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>, "Corner, Tom (CA - British Columbia)" <tcornet@deloitte.ca>
Subject: Re: Provincial items
Hi Slavi,

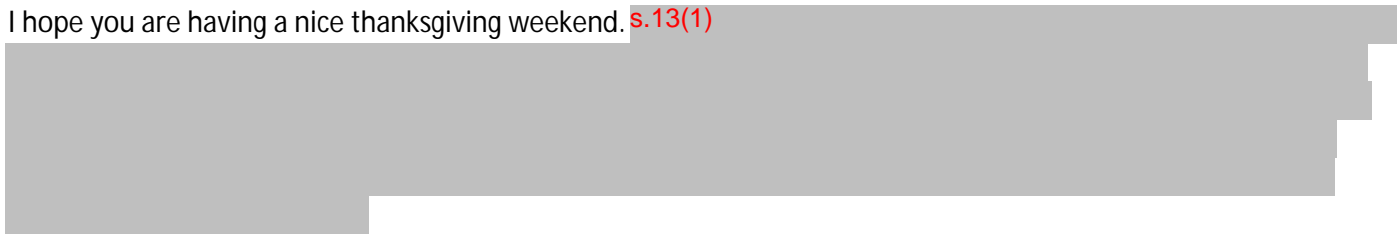
s.13(1), s.17(1)

David

On Oct 9, 2017, at 10:00 AM, Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca<<mailto:sdiamandiev@deloitte.ca>>> wrote:

Hi David,

I hope you are having a nice thanksgiving weekend. s.13(1)



Cheers,

- Slavi

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services, Deloitte

D: 604-601-3461 | M: 778-386-0490




sdiamandiev@deloitte.ca<<mailto:sdiamandiev@deloitte.ca>> | LinkedIn Profile<<https://ca.linkedin.com/in/slavi-diamandiev-5616362>> | [deloitte.ca](http://www.deloitte.ca/)<<http://www.deloitte.ca/>>

On Oct 6, 2017, at 4:05 PM, Collier, David JTT:EX <David.Collier@gov.bc.ca<<mailto:David.Collier@gov.bc.ca>>> wrote:

Gents,

As soon as possible, I'll be sending you individual narratives about each of the Provincial items that Brian spoke of at yesterday's steering committee meeting.

These include:

1. Postsecondary programming and capital expenditures
2. Tax Credits
3. s.13(1) 
4. Immigration
5. s.13(1) 
6. Cascadia Innovation Corridor
7. s.13(1) 
8. Affordable House (hopefully)
9. Sustainable tall wood buildings

The first two are below and attached.

Regards,
David


Tax Credits

British Columbia's thriving creative industries are well established, with world-class film, television, visual effects, animation and post-production companies, and a rich pool of creative talent that can support major feature-length projects - both on-screen and online. With more than 2.75 million square feet in stage space, B.C. studios can handle up to 50 productions simultaneously and is one of the top three full-serve production centers in North America. B.C. is also one of the top video game clusters in the world, with more than 120 game development studios employing 5,500 professionals, and is well recognized as having the world's largest VFX and animation hub.

To assist companies and help the industry grow, British Columbia offers a competitive creative industries tax credit program that includes:

1. Digital Animation, Visual Effects and Post-Production Tax Credit (DAVE) – a 16% tax credit rate designed to provide an incentive to production companies employing B.C. based talent to create digital animation and visual effects in B.C.
2. Production Services Tax Credit (PSTC) - a 28% labour based tax incentive that provides tax credits to Canadian or international film and television production corporations that have incurred eligible labour costs in B.C.
3. Interactive Digital Media Tax Credit (IDMTC) - a 17.5% tax credit rate designed for registered corporations that develop interactive digital media products in B.C.

These tax credits are an excellent fit towards Amazon's content development for film and TV as well as video game development. **s.13(1), s.17(1)**

A large rectangular area of the document has been redacted with a solid grey fill, obscuring several lines of text.

<Bullets for HQ2.docx>

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From: "James Raymond"

To: "Ian McKay" <IMcKay@vancouvereconomic.com>

CC: "Tania Parisella" <TParisella@vancouvereconomic.com>
"Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Jamie Warren" <JWarren@vancouvereconomic.com>

Date: 9/18/2017 5:26:31 PM

Subject: RE: Re: amazon bid

Attachments: MEMORANDUM September 19th to Council.docx

Draft attached

Feel free to cut out a few of the wordier paragraphs at the bottom

From: Ian McKay

Sent: Monday, September 18, 2017 5:28 AM

To: James Raymond <JRaymond@vancouvereconomic.com>

Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; Jamie Warren <JWarren@vancouvereconomic.com>

Subject: Fwd: Re: amazon bid

James,
See below - we will need to put together short memo to council on the amazon file.
Objectives are threefold:
>establish that we are the recognised lead on the bid for the region
>make them aware of the 8 key decision drivers, and that we will be working with a consultant and dozens of partners (include list of those we met with), to positively highlight Vancouver's attribute
>assure them that we are not interested in a race to the bottom, rather we view this as a galvanising opportunity for the broader community to put our best foot forward.
Please prepare a draft, short and sweet. I will have time to review and work on it tomorrow.

Ian

From: Ian McKay

Sent: Friday, September 15, 9:32 PM

Subject: Re: amazon bid

To: Bryan Buggy, Johnston, Sadhu

Cc: Eleena Marley, Mochrie, Paul, Jong, Teresa

Absolutely, on the case Sadhu.

Ian

From: Johnston, Sadhu <Sadhu.Johnston@vancouver.ca>

Sent: Friday, September 15, 2017 9:30:00 PM

To: Bryan Buggy; Ian McKay

Cc: Eleena Marley; Mochrie, Paul; Jong, Teresa

Subject: amazon bid

Hi Ian and Bryan-

It would probably be good if you could prepare a memo to mayor and council to update them on our approach for the amazon bid. Focus on the regional approach and the fact that we aren't participating in a race to the bottom...etc. It would be great to highlight the partners that we're working with.

Teresa can help you get it prepped and I can forward it to council on your behalf.

Thanks

Sadhu

Sadhu Aufochs Johnston | City Manager

City of Vancouver | 453 W 12th Avenue

Vancouver | BC V5Y 1V4

604.873.7627 | Sadhu.johnston@vancouver.ca

Twitter: sadhuaajohnston

s.13(1)



s.13(1)



From: "Rob MacKay-Dunn" <rmackaydunn@udi.org>
To: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
"Bryan Buggy" <BBUGGEY@vancouvereconomic.com>
CC: "Anne McMullin" <AMcMullin@udi.org>
"Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Hilts, David \ (CA - Toronto)" <dhilts@deloitte.ca>
"Jeff Fisher" <jfisher@udi.org>
Date: 9/27/2017 9:28:16 AM
Subject: Re: RFP for Amazon Sites

Thanks Doug.

I think we are good – we will distribute to our industrial/commercial group and all of our municipal liaison committees.

Cheers, Rob

Rob MacKay-Dunn | Vice President, Government and Public Affairs
Urban Development Institute

rmackaydunn@udi.org Direct: 604.661.3034

udi.bc.ca



From: "Beaton, Douglas (CA - British Columbia)" <dbeaton@deloitte.ca>
Date: Wednesday, September 27, 2017 at 9:26 AM
To: Bryan Buggy <BBUGGEY@vancouvereconomic.com>, Rob MacKay-Dunn <rmackaydunn@udi.org>
Cc: Anne McMullin <AMcMullin@udi.org>, "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>, "Hilts, David (CA - Toronto)" <dhilts@deloitte.ca>
Subject: RE: RFP for Amazon Sites

Hi Rob, let us know if you want to connect on this. I'm traveling today but fairly clear tomorrow.

Doug

Douglas Beaton
Partner | M&A Advisory
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dbeaton@deloitte.ca | www.deloitte.com/corporatefinance



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From: Bryan Buggy [<mailto:BBUGGEY@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 8:26 AM
To: Rob MacKay-Dunn <rmackaydunn@udi.org>
Cc: Anne McMullin <AMcMullin@udi.org>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Subject: RE: RFP for Amazon Sites

Hi Rob;

If you can target the distribution to suitable groups that would be best, but it's not confidential and I'll defer to your judgement on which of your members should see it.

I'm copying Doug Beaton here if you have further questions. I believe you know each other.

Bryan.

From: Rob MacKay-Dunn [<mailto:rmackaydunn@udi.org>]
Sent: Tuesday, September 26, 2017 6:21 PM
To: Bryan Bugey <BBuggey@vancouvereconomic.com>
Cc: Anne McMullin <AMcMullin@udi.org>
Subject: Re: RFP for Amazon Sites

Thanks Bryan.

Just reviewing from my phone - how broadly can we share this to our mix-use, commercial members?

On Sep 26, 2017, at 5:39 PM, Bryan Bugey <BBuggey@vancouvereconomic.com> wrote:

Wanted you two to be aware of this. See attached. I know most of your membership is residential, but some may be interested?

Bryan

BRYAN BUGGEY
Director, Strategic Initiatives & Sector Development
P: 604 336 8012 | C: 778 836 3636

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<image001.png> <image002.png> <image003.png>

<image004.png>

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<Deloitte RFP for Amazon HQ2 Sites Sep 25 2017.pdf>

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From "Bryan Buggey"
To "Sean Elbe" <SElbe@vancouvereconomic.com>
"Aisling Geaney" <ageaney@vancouvereconomic.com>
Date 10/10/2017 4:24:22 PM
Subject RE: s.17(1)

Okay. Thanks. bb

From: Sean Elbe
Sent: Tuesday, October 10, 2017 4:13 PM
To: Aisling Geaney <ageaney@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: s.17(1)

Both,

s.13(1), s.17(1)

s.13(1)

Sean

From: Aisling Geaney
Sent: October-03-17 12:32 PM
To: joannec@sfu.ca
Cc: Sean Elbe <SElbe@vancouvereconomic.com>; Bryan Buggey <BBuggey@vancouvereconomic.com>
Subject: RE: s.17(1)

Hi Joanne,

Hope you are well. I am just following up on the below emails. s.17(1)
s.17(1)

Could you also advise if I should send the documentation to you or do you have an Accounting department that I should direct it to?

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Bryan Buggey
Sent: September-27-17 8:56 AM
To: Sean Elbe <SElbe@vancouvereconomic.com>; joannec@sfu.ca
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: RE: s.17(1)

Hi Joanne;

s.17(1) Or do you require other paperwork? Please advise.

Thanks again for your support on this exciting initiative.

Bryan

From: Sean Elbe
Sent: Tuesday, September 26, 2017 2:19 PM
To: s.17(1)
Cc: Bryan Buggey <BBuggey@vancouvereconomic.com>; Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: s.17(1)

Hi Joanne,

s.22(1)

Bryan and Aisling will be your point of contact moving forward re: the Amazon bid. Aisling is our finance manager and Bryan is facilitating the engagement our strategic partners s.17(1)

Thanks again for your enthusiastic support.

Regards,

Sean

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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Vancouver, BC V6B 5A1
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From: "Shi, Wen" <Wen.Shi@vancouver.ca>
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Eleena Marley" <Eleena.Marley@vancouver.ca>
Date: 9/21/2017 9:12:55 AM
Subject: RE: Surrey

They can always contact me directly if they want the RFS.

Cheers,

Wen Shi

Tel: 604-871-6139
Fax: 604-873-7057

From: Buggy, Bryan
Sent: Wednesday, September 20, 2017 4:00 PM
To: Marley, Eleena
Cc: Shi, Wen
Subject: Re: Surrey

They may not want to see it?

Get [Outlook for iOS](#)

From: Marley, Eleena <Eleena.Marley@vancouver.ca>
Sent: Wednesday, September 20, 2017 6:48:43 PM
To: Bryan Buggy
Cc: Shi, Wen
Subject: RE: Surrey

Great – let Wen know who to send the RFS to in Surrey's procurement team

Cheers

From: Buggy, Bryan
Sent: Wednesday, September 20, 2017 3:43 PM
To: Beaton, Douglas (CA - British Columbia)
Cc: Marley, Eleena; Diamandiev, Slavi (CA - British Columbia)
Subject: Re: Surrey

Stephen Wu, Economic Development.

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From: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Sent: Wednesday, September 20, 2017 6:40:27 PM
To: Bryan Buggy
Cc: Eleena Marley; Diamandiev, Slavi (CA - British Columbia)
Subject: RE: Surrey

Hi Bryan,

No problem, we can share. Who's email is that though?

Doug

From: Bryan Buggy [<mailto:BBUGgey@vancouvereconomic.com>]
Sent: Wednesday, September 20, 2017 3:26 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Eleena Marley <Eleena.Marley@vancouver.ca>
Subject: Surrey

Hey Doug;

Surrey is asking if I can send them your proposal for Amazon HQ2. I told them I can't and that it is Deloitte's call as to whether they want to share. Surrey will be on the Steering Committee and will help support this bid.

If you are comfortable sharing, then you can send it to swu@surrey.ca. Otherwise, they (the 2 City managers of Vancouver & Surrey) can discuss in meetings tomorrow.

Thanks for your consideration.

Bryan

BRYAN BUGGEY
Director, Strategic Initiatives & Sector Development
P: 604 336 8012 | C: 778 836 3636

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From: "Bryan Buggy"
To: "Sean Elbe" <SElbe@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 9/27/2017 8:31:04 AM
Subject: RE: Testimonial for Vancouver Amazon HQ2 Bid

Yep, fair statement. Onwards. bb

From: Sean Elbe
Sent: Wednesday, September 27, 2017 8:27 AM
To: Ian McKay <IMcKay@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Fwd: Testimonial for Vancouver Amazon HQ2 Bid

Food for thought...

Sent from my iPhone

Begin forwarded message:

From: s.17(1)
Date: September 27, 2017 at 8:22:57 AM PDT
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: RE: Testimonial for Vancouver Amazon HQ2 Bid

Hi Sean – I m a huge personal supporter of the Amazon HQ2 bid – I think it is a sign of exactly the kind of stage BC and Vancouver need to be present on and it would be a major boost to us to s.17(1)

I m sorry about that!

s.17(1)

From: Sean Elbe [mailto:SElbe@vancouvereconomic.com]
Sent: Tuesday, September 26, 2017 4:00 PM
To: s.17(1)
Subject: Testimonial for Vancouver Amazon HQ2 Bid

Hi s.17(1)

I m hoping we can take 5 minutes Friday morning when you re in with us at the VEC to verbally take down a one to two sentence quote for the Vancouver Amazon HQ2 bid. Otherwise, we would welcome you to provide one in writing.

The two areas where we feel you could add the strongest contribution are highlighted below.

1. Capital and Operating Costs, Incentives and Ease of Doing Business
 - a. Economic viability relative to other cities (if we can say that we have competitive wages, taxes, etc.)
 - b. Stability of business, economic and political climate
 - c. Government support
2. Culture, Community and Quality of Life (your perspective chairing the board of MoV might come in handy)
 - Greenness of the city
 - Diversity and multiculturalism
 - Unparalleled recreational opportunities (skiing and boating in 30 minutes or less from downtown, etc.)

Let me know if that works for you.

Thanks,

Sean

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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From: s.22(1)
Sent: September-07-17 4:36 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: Amazon HQ in Vancouver?

Have you seen this?

Given Amazon's presence here, you guys should get them to build their next HQ here too.

<https://www.amazon.com/gp/browse.html/?node=17044620011>

s.22(1)

This email has been scanned by the Symantec Email Security cloud service

From: "Bryan Buggy"

To: "Collier, David MIT:EX" <David.Collier@gov.bc.ca>

Date: 9/20/2017 6:31:14 AM

Subject: RE: Thurs meeting follow up

Attachments: AmazonPS20171759 - RFS.pdf

Sorry for the delay. It took me a really long time to find it. I should have delegated.

s.13(1), s.17(1)

Thanks
Bryan

From: Collier, David MIT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Tuesday, September 19, 2017 4:43 PM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>
Subject: RE: Thurs meeting follow up

If you get a moment, reminder to shoot me the RFP.

From: Bryan Buggy [mailto:BBuggey@vancouvereconomic.com]
Sent: Monday, September 18, 2017 5:15 PM
To: Collier, David MIT:EX; Jamie Warren; Tania Parisella
Subject: Re: Thurs meeting follow up

Hi Jamie

Please send David the list of attendees from last Thursday.

Hi Tania

See note below. We should coordinate with Province. David can introduce you or Ingrid to the right people.

David, I will send you RFP in separate email.

Thanks
Bryan

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From: Collier, David MIT:EX <David.Collier@gov.bc.ca>
Sent: Monday, September 18, 2017 4:26:50 PM
To: Bryan Buggy
Subject: Thurs meeting follow up

Hi Bryan,

You mentioned sending me a copy of who attended Thursday's session. Would you mind sending?

Also, would you mind sharing a copy of the RFP that you folks sent out to have the proposal prepared? Our Gov communications folks want to digest it so they can speak to what we're supporting.

If you have a communications person at the VEC who's involved it might be worth connecting him/her to our Gov communications folks as it sounds like a media release is being crafted.

David
604-218-9036

REQUEST FOR SERVICES FORM

City of Vancouver 453 West 12th Avenue Vancouver, BC V5Y 1V4	Consultant: _____	Agreement No. Request for Applications PS20150723 - PRE-QUALIFICATIONS OF MANAGEMENT CONSULTING AND BUSINESS ADVISORY SERVICES
Requesting Dept.: City Manager's Office	Contact: _____ Tel: _____ Email: _____	RFS No. PS20171759 - Consultant for Management and Business Advisory Services: Response to Amazon HQ2 RFP
Closing Time: 10:00am, Monday, September 18, 2017		Issue Date Sept 13, 2017 No. of Pages: 9

Contemplated Request for Service

The following is a description of the nature and scope of Services being requested by Owner in accordance with the terms of the Agreement and these items shall be deemed Contemplated Changes to the Consultant for this project; work is not to proceed unless authorized by a Change Order signed by the Owner. All materials and workmanship are to be in accordance with the Agreement unless otherwise stated. Please submit an itemized fee quotation and completion schedule applicable to the Services described herein prior to the closing date specified above.

Title: Consultant for Management and Business Advisory Services: Response to Amazon HQ2 RFP

1.0 INTRODUCTION

The City of Vancouver has decided to respond to Amazon's RFP to find a North American City to locate its second Head Quarters, HQ2.

The City of Vancouver requires a consultant to support the development of a proposal, on behalf of the City of Vancouver and its stakeholders, in response to Amazon's RFP for a North American Head Quarters, HQ2.

2.0 BACKGROUND

On Monday September 7, 2017, Amazon published a RFP inviting North American Cities to submit proposals to support Amazon in selecting a location for a second Head Quarters, HQ2.

The City of Vancouver is committed to responding to Amazon's proposal and seek a consultant to manage the proposal development process and take the lead on writing and data analysis.

The City of Vancouver believes it is a competitive contender due to a variety of factors including it's qualified and diverse workforce, world-class education system, quality of life, and attractive urban planning & design and public transit system.

The City of Vancouver intends to reflect the offerings and perspectives of key public and private sector stakeholders in the response, not least the Government of BC and the Vancouver Economic Commission.

As the City's economic development agency, the Vancouver Economic Commission will be taking the lead on facilitating stakeholder contributions and commitments and providing oversight of the proponent and proposal process. The successful proponent will work closely with the Vancouver Economic Commission throughout the contract term.

Amazon's RFP:

<https://www.amazon.com/b?ie=UTF8&node=17044620011>

3.0 SCOPE OF WORK

Proponent will provide the following services:

- 1) **Professional proposal writing:** Writing should be suitable for technical site selection and economic development audiences. This will include a combination of financial descriptions of tables representing financial and non-financial incentives and other data as well as the ability to develop a compelling story.
- 2) **Data research and analysis:** Substantial data and financial information will be provided by a variety of stakeholders. It will be incumbent upon the proponent to synthesize this data and ancillary information and develop data tables that provide a clear value proposition as Vancouver as the premier site. Data and information will include financial, real estate, economic, labour force, education, healthcare, incentives, and other economic data.
- 3) **Financial analysis:** Some financial analysis may be required as it relates to public costs and public benefits.
- 4) **Graphics, design, and overall presentation:** will be the responsibility of the proponent, but under the leadership and guidance of the Vancouver Economic Commission.

Other notes:

- 5) The successful proponent is required to track effort on a weekly basis and seek pre-approval, from the City of Vancouver, for the anticipated effort level for each week of the project term.
- 6) The Vancouver Economic Commission, on behalf of the City of Vancouver, will lead on facilitation, negotiation, and other facets of stakeholder engagement. The proponent is expected to be at the table for these discussions where relevant.
- 7) The final deliverable to Amazon will be electronic and 5 hard copies. However, complementary assets such multi-media, video, etc., will be considered (but should be priced separately.)

4.0 DELIVERABLES AND PROJECT TIMELINE

The City expects the Proponent to provide its own estimates of time requirements based on its experience and expertise. The Proponent should tailor the estimate of hours to reflect an efficient and well-balanced work plan that achieves the stated deliverables by the milestone dates.

Proponent should be prepared to start immediately, Tuesday September 19, 2017.

The deliverable is due for submission to Amazon electronically no later than October 19, 2017.

The detailed schedule of milestones is as follows. The Proponent's proposal should demonstrate that the project can meet these key milestone dates. If the timeline below is not achievable, the Proponent must clearly state this in their submission and provide an alternate schedule for consideration.

#	Deliverables and Milestone Dates	Completion Date
1.	Project team launch	September 19, 2017
2.	Research, template development, determine and capture partner commitments, deliverable drafting	September 20 - October 6, 2017
3.	Review of first draft (COV and key partners)	October 9-11, 2017
4.	Submit second draft	October 16, 2017
5.	COV internal review and sign-off process	October 17-19, 2017
6.	City of Vancouver / Mayor's office to submit proposal	October 19, 2017

5.0 EVALUATION CRITERIA

Proposals will be evaluated based on the following criteria:

- a) Financial offer;
- b) Proponents' proposed methodology and project plan, including demonstrating an innovative, comprehensive, and inclusive approach to completing key tasks and deliverables and also meet the City's anticipated timeline;
- c) Proponents' proposed project team experience and availability for an immediate start;
- d) Proponents' related references.
- e) Quality of the proponent's example of a written proposal.

6.0 PROPOSAL REQUIREMENTS

Letter proposal requirements include the following:

- a) A section titled "Project Fees" in the following format showing a detailed cost breakdown corresponding to the each of the Deliverables. The detailed cost breakdown should show the number of hours/key personnel/hourly rates.

Team Member's Name					
Title / Role					
Hourly Rate	\$	\$	\$		
Description	Estimated Hours	Estimated Hours	Estimated Hours	Estimated Disbursements	Subtotal By Deliverables
1.				\$	\$
2.				\$	\$
3.				\$	\$
4.				\$	\$
5.				\$	\$
Subtotal				\$	\$
Total Project Fee (Including Disbursements but Excluding GST)					\$

- b) A section titled "Work Methodology / Deliverables / Project Timelines" which includes a high-level project plan showing milestones, dates, and key personnel and responsibilities (the proposal should state the names of key personnel and may cross-reference the "Key Personnel" section. (max 2 pages)
- c) A section titled "Key personnel" which should identify and provide professional biographical information for the key personnel that would perform the Proponent's work, outlining their intended roles in meeting the Requirements. If appropriate, also include a list of subcontractors. (max 2 pages)
- d) One example of a high quality written proposal (1 page plus example). The proponent should demonstrate excellent writing and graphic design skills.

- e) A Section Titled "References" which should be in the following format including names and contact information for minimum two (2) parties for whom the Proponent has completed similar or comparable work in the past years. The proponent and the proponent's team members should have experience in assisting their clients with site selection and expansion as well as experience in assisting Cities or jurisdictions in attracting direct investment to the region (preferably through an RFP process).

Client Name # 1	
Address (City and Country)	
Contact Name & Title	
Telephone No.	
E-mail Address	
Length of Relationship	
Members of proponents proposed project team	
Project name and summary. Provide details of the project including reference to where the proponent's team members assisted their clients with site selection and expansion as well as experience in assisting Cities or jurisdictions in attracting direct investment to the region (preferably through an RFP process).	

Client Name # 2	
Address (City and Country)	
Contact Name & Title	
Telephone No.	
E-mail Address	
Length of Relationship	
Members of proponents proposed project team	
Project name and summary. Provide details of the project including reference to where the proponent's team members assisted their clients with site selection and expansion as well as experience in assisting Cities or jurisdictions in attracting direct investment to the region (preferably through an RFP process).	

7.0 SUBMISSION OF PROPOSAL

- a) Proponents must submit their Proposals through email to wen.shi@vancouver.ca in one (1) PDF file with a maximum size of 10 MB prior to the closing date specified on the 1st page;
- b) It is the sole responsibility of the Proponents to check their email regularly for amendments, and questions and answers related to this RFS.

8.0 CONTRACT AWARD AND NON-DISCLOSURE AGREEMENT

- a) The City of Vancouver, with support from the Vancouver Economic Commission, intends to make its decision on Monday September 18th, 2017.
- b) The successful proponent is required to complete the City of Vancouver's Non-Disclosure Agreement upon contract award before starting working with the project team. A sample agreement has been attached as Appendix 1.

Consultant's Proposal

Subject to the Terms and Conditions of the Contract, the Consultant hereby offers to perform the work described above for the following Price (based upon the rates and payment terms specified in the Agreement) to be completed in accordance with the Required Schedule: \$_____, plus GST as applicable.

Consultant Signed: _____ Date:_____

Approval

The undersigned hereby accepts the Consultant's Proposal and approves the issuance of a related Purchase Order.

Request for Services authorized by City's Project Manager: *Signed after quote is reviewed and accepted.*

_____ Date:_____



APPENDIX 1

Non-Disclosure Agreement

WHEREAS, For the purpose of supporting the City of Vancouver in responding to the Amazon HQ2 RFP, the City shall disclose to (the name of Consultant to receive City information) (the "Recipient"), certain Confidential Material of the City for the sole purpose of developing a City of Vancouver response to the Amazon HQ2 RFP (the "Purpose") and on the terms and subject to the conditions contained in this Agreement.

NOW THEREFORE, in consideration of the mutual premises and covenants herein, the receipt and sufficiency of which is hereby acknowledged, the City and the Recipient hereby agree as follows:

1.0 Definitions

- 1.1 "Affiliate" means an affiliate as defined in the *Business Corporations Act* (British Columbia), as may be amended.
- 1.2 "Agreement" means this Non-Disclosure Agreement.
- 1.3 "City" means the City of Vancouver, a municipal corporation continued pursuant to the Vancouver Charter, and includes, but is not limited to, the Vancouver Police Board, the City's Board of Parks and Recreation, the Vancouver Fire and Rescue Service, and the Vancouver Library Board;
- 1.4 "Recipient's Team" means any person who is a member of the Recipient's team, whether such member is an employee, sub-contractor or agent of the Recipient, or any employee or agent of such person.
- 1.5 "Confidential Material" means all information, in any form or medium, known or used by City or an Affiliate of the City which is not known to the general public, including, but not limited to, the know-how, trade secrets, strategic plans, technical information, product information, supplier information, customer information, financial information, marketing information and information as to business opportunities, methods and strategies and research and development of the City and its Affiliates. If and to the extent any Confidential Material is included in any report, assessment, diagram, memorandum or other document or copied or reproduced in any other form or medium, such report, assessment, diagram, memorandum, document or Confidential Material in such other form or medium will be deemed to be Confidential Material.

2.0 Title

- 2.1 All right, title and interest in and to Confidential Material will be and remain vested in the City. Nothing in this Agreement obliges the City to disclose Confidential Material to the Recipient or grants the Recipient any license or right of any kind with respect to Confidential Material, except the limited right to use such information solely for the Purpose.

3.0 Recipient's Obligations

- 3.1 The Recipient will use Confidential Material only as strictly required for the Purpose and only in the manner and upon the terms specified in this Agreement.
- 3.2 The Recipient will deal in utmost good faith with the City in its use of the Confidential Material provided by the City.
- 3.3 The Recipient will hold and keep, and will ensure that all of the Recipient's Team will hold and keep, the Confidential Material in confidence and in trust for the City, using at least the same degree of care, but no less than a reasonable degree of care, as the Recipient uses to protect its own similar confidential information of like importance, and will,
- (a) prevent any access, reproduction, disclosure or use of the Confidential Material not expressly authorized herein,
 - (b) disclose the Confidential Material only to those of the Recipient's Team who have a definable need to know such information for Purpose, provided that such Recipient's Team are bound by a confidentiality agreement with the Recipient no less restrictive than this Agreement, and in the event the employment or appointment of any such person is terminated, the Recipient agrees to use its best efforts to recover any of the Confidential Material in such person's custody or control. The Recipient will be responsible for all damages arising from any disclosure of all or part of the Confidential Material or any act in contravention of this Agreement by a person to whom such Confidential Material was given by the Recipient as if the disclosure were made or the act performed directly by the Recipient,
 - (c) not, and will ensure that each of the Recipient's Team will not, copy or reproduce any of the Confidential Material, except as strictly necessary in order to carry out the Purpose, and
 - (d) promptly notify the City in writing of any unauthorized copying, reproduction, use or disclosure of the Confidential Material of which the Recipient is or becomes aware, and such notice will include a detailed description of the circumstances of the copying, reproduction, use or disclosure and the parties involved.

4.0 Exceptions to Confidentiality Obligations

- 4.1 This Agreement imposes no obligation upon the Recipient with respect to the City's Confidential Material received hereunder that
- (a) the Recipient can promptly demonstrate with documentary evidence was already legitimately known to the Recipient without a duty of confidentiality prior to the disclosure thereof by the City,
 - (b) is lawfully received by the Recipient from a third party, other than a supplier introduced to the Recipient by the City, without a duty of confidentiality,
 - (c) has become general public knowledge through no act or fault on the part of the Recipient or the Recipient's Team, or
 - (d) the Recipient can promptly demonstrate with documentary evidence was independently developed by or for the Recipient without the use of any Confidential Material.

5.0 Legal Requirement to Disclose

- 5.1 If the Recipient or any of the Recipient's Team is or becomes legally required to disclose any Confidential Material to a government body or court of law, the Recipient agrees, to the extent permissible by law, to give, and will ensure that the Recipient's Team give, the City sufficient advance notice to enable the City the opportunity to contest the disclosure or obtain a protective order.

6.0 Warranty Disclaimer

- 6.1 All Confidential Material is provided on an "as is" basis, and all representations and warranties, express or implied, including as to its accuracy or completeness, fitness for purpose, merchantability, and non-infringement, are hereby disclaimed.

7.0 Injunctive Relief

- 7.1 The Recipient acknowledges and agrees with the City that
- (a) the secrecy of the Confidential Material is of the utmost importance to the City, and the Confidential Material is of a sensitive and confidential nature such that monetary damages alone may be inadequate to protect the City's interests against any actual or threatened breach of this Agreement
 - (b) the covenants and conditions of this Agreement are reasonable and necessary for the protection of the City's business and security and all defences to the strict enforcement thereof by the City are hereby waived by the Recipient to the fullest extent permitted by law, and
 - (c) a violation of any of the provisions of this Agreement will result in immediate and irreparable damage to the City, and so the City will, in addition to any other rights to relief, be entitled to the remedies of specific performance and injunctive or other equitable relief in respect of any actual or threatened breach of this Agreement, without proof of actual damages or the inadequacy of monetary damages.

8.0 General

- 8.1 Upon the request at any time of the City, the Recipient will promptly **destroy** all Confidential Material and any copies or reproductions thereof in the Recipient's possession or under its control or in the possession or under the control of any of the Recipient's Team, and will certify in writing such destruction or return of all Confidential Material. If compliance with the foregoing would violate any applicable law or regulation, then such information may be retained provided that it is not used for any purpose other than to evidence the Recipient's compliance with such law or regulation, and such retained information must be maintained in confidence as set forth in this Agreement.
- 8.2 Neither party has an obligation under this Agreement to enter into any other business relationship with the other party.
- 8.3 The Recipient will not, without the written consent of the City, disclose to any third party either the fact that discussions or negotiations are taking place concerning the Transactions or any of the terms, conditions or other facts with respect to the Transactions including the status thereof or the subject matter of this Agreement, provided, however, that nothing herein will prevent the Recipient from making such disclosure

- (a) on a confidential basis to any of the Recipient's Team to the extent such person needs to know such information strictly for the Purpose, or
 - (b) in order to comply with the requirements of applicable securities or other laws.
- 8.4 No waiver, addition to or amendment of this Agreement will be effective unless made in writing signed by authorized signatories of the parties and expressly stated to be a waiver, addition to or amendment of this Agreement. This Agreement states the entire agreement between the parties as to its subject matter and merges and supersedes all previous communications with respect to their obligations hereunder, and the provisions hereof will enure to the benefit of and be binding upon the parties and their respective successors and permitted assigns.
- 8.5 This Agreement will be governed by and interpreted and construed in accordance with the laws prevailing in the Province of British Columbia and the Recipient irrevocably attorns to the exclusive jurisdiction of the courts of British Columbia and all courts having appellate jurisdiction thereover in relation to the interpretation and enforcement of this Agreement.
- 8.6 **If the Recipient agrees to the terms and conditions of this Agreement the Recipient is required to sign and return this Agreement to the City of Vancouver Purchasing Services Office, attention Wen Shi at wen.shi@vancouver.ca, prior to 9am Vancouver Time, Tuesday 19, September.**

Signed by:

[Print name in full with title]

[Print Recipient's company name in full]

Date

From: "Diamandiev, Slavi \CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Collier, David JTT:EX" <David.Collier@gov.bc.ca>
"Corner, Tom \CA - British Columbia\)" <tcorner@deloitte.ca>
"Beaton, Douglas \CA - British Columbia\)" <dbeaton@deloitte.ca>
BBUGGEY@VANCOUVERECONOMIC.COM <'BBUGGEY@VANCOUVERECONOMIC.COM'>
"Wu, Stephen" <SWu@surrey.ca>
DLJONES@surrey.ca
"James Raymond" <JRaymond@vancouvereconomic.com>
JWARREN@VANCOUVERECONOMIC.COM <'JWARREN@VANCOUVERECONOMIC.COM'>
Date: 10/10/2017 2:29:06 PM
Subject: RE: Today's 4:00pm Amazon HQ2 Advisory Group Update Meeting

Hi David, I can provide the update on Deloitte's behalf.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | [deloitte.ca](#)

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Please consider the environment before printing.

From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]
Sent: Tuesday, October 10, 2017 2:26 PM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; 'BBUGGEY@VANCOUVERECONOMIC.COM'; 'Wu, Stephen' <SWu@surrey.ca>; 'DLJONES@surrey.ca' <DLJONES@surrey.ca>; 'James Raymond' <JRaymond@vancouvereconomic.com>; 'JWARREN@VANCOUVERECONOMIC.COM'
Subject: Today's 4:00pm Amazon HQ2 Advisory Group Update Meeting

So we can get the call underway as quickly as possible today, kindly let me know who from your team will be providing an update.

Thanks,
David

Status Overview and Additional Inputs

Conference Call Details: dial in: 1 877 353 9184 Participant ID: **s.15(1)(l)**

Draft Agenda:

- Meeting Introductions
- Update from Deloitte
- Update from VEC
- Update from Surrey
- Update from Province of BC
- Discussion
- Next meeting

Thank you.

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From: "Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>
To: "Bryan Buggy" <BBuggey@vancouvereconomic.com>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 9/26/2017 8:13:37 PM
Subject: RE: Update on workplan
Attachments: Amazon_HQ2_Project Plan_DRAFT_09_26_2017.pdf
RFP Amazon HQ2 Sites Sep 26 2017.pdf

Hi Bryan, good chatting earlier. Here's the draft project plan, please keep this confidential for now as it's only gone to the steering committee. Also attached is an updated Site RFP, which can be shared broadly (with typo fixed). Let us know if you want to discuss either.

Doug

From: Beaton, Douglas (CA - British Columbia)
Sent: Tuesday, September 26, 2017 3:51 PM
To: 'Bryan Buggy' <BBuggey@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Tania Parisella <TParisella@vancouvereconomic.com>; Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>
Subject: RE: Update on workplan

Sounds good, we'll call then.

From: Bryan Buggy [<mailto:BBuggey@vancouvereconomic.com>]
Sent: Tuesday, September 26, 2017 3:34 PM
To: Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: RE: Update on workplan

Yes, a call at 4pm would be good. I'm at 604-336-8012

From: Beaton, Douglas (CA - British Columbia) [<mailto:dbeaton@deloitte.ca>]
Sent: Tuesday, September 26, 2017 3:24 PM
To: Bryan Buggy <BBuggey@vancouvereconomic.com>
Cc: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>; Tania Parisella <TParisella@vancouvereconomic.com>
Subject: Re: Update on workplan

Will be ready later today, the final draft is being reviewed. But we weren't intending to send broadly to regional stakeholders. We have sent the site RFP to the steering committee and this can be shared, and we can also set up a meeting or call with any stakeholders (we've been reaching out today to the priority ones). Are you free at 4pm or later to discuss?

Sent from my iPhone

On Sep 26, 2017, at 2:44 PM, Bryan Buggy <BBuggey@vancouvereconomic.com> wrote:

Hi gents...

Can I get an update on the status of your workplan? I am getting a lot of calls from regional stakeholders on what's happening. I'm getting some impatient feedback.

Anything you can share?

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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<image001.png> <image002.png> <image003.png>

<image004.png>

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From: "Sean Elbe"
To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 9/26/2017 10:29:52 AM
Subject: RE: URGENT: Stakeholder Contacts

Added.

From: Bryan Buggy
Sent: September-25-17 10:29 PM
To: Sean Elbe <SElbe@vancouvereconomic.com>
Subject: FW: URGENT: Stakeholder Contacts

Sean...see below. We will use the contacts in the opportunity called Amazon HQ2 in salesforce. Can you please make sure the right contacts for SFU and BCIT are added?

Thanks
Bryan

From: Ian McKay
Sent: Monday, September 25, 2017 9:28 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
Cc: Tania Parisella <TParisella@vancouvereconomic.com>; Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Fwd: URGENT: Stakeholder Contacts

James, please provide this information to Deloitte. I would have thought this would have been a priority of their team a week ago.

From: Diamandiev, Slavi (CA - British Columbia)
Sent: Monday, September 25, 9:15 PM
Subject: URGENT: Stakeholder Contacts
To: Ian McKay

Cc: Beaton, Douglas (CA - British Columbia), Corner, Tom (CA - British Columbia)

Hi Ian, we are looking to conduct interviews with the following stakeholders this week. Could you please send us the names and phone numbers of any contacts you have already made in these organizations? If you could do so tomorrow morning that would be much appreciated so we can start scheduling the interviews.

P.S. we have developed a project plan that shows a detailed path to the end product which we will circulate to you tomorrow.

Universities

- o UBC
- o SFU
- o UVic
- o BCIT

Airlines and airport

- o YVR
- o Air Canada

TransLink

Telecom

- o Tellus
- o Shaw

Harbour Air

First Nations technology council

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services, Deloitte

D: 604-601-3461 | M: 778-386-0490

sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: ["James Raymond"](#)

To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)

CC: ["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)

Date: 10/5/2017 2:13:59 PM

Subject: RE: War room

Attachments: RE: Amazon HQ2 collaboration.msg

She was invited and said she was too busy. See attached

So she has just sent in the site information by email, no physical contact with Deloitte and me

From: Ian McKay

Sent: Thursday, October 5, 2017 1:56 PM

To: James Raymond <JRaymond@vancouvereconomic.com>

Cc: Bryan Buggy <BBuggy@vancouvereconomic.com>

Subject: War room

Has Neolina from Richmond been into meet the working group



From: [Lilova, Neonila <NLilova@richmond.ca>](mailto:NLilova@richmond.ca)
To: ["James Raymond" <JRaymond@vancouvereconomic.com>](mailto:JRaymond@vancouvereconomic.com)
CC: ["Bryan Bugey" <BBuggey@vancouvereconomic.com>](mailto:BBuggey@vancouvereconomic.com)
Date:
Subject: RE: Amazon HQ2 collaboration

Thank you, I have the email from Van's CAO to the Richmond CAO and will be in touch soon.

Regards,

Neonila

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, 25 September 2017 16:58
To: Lilova, Neonila
Cc: Bryan Bugey
Subject: RE: Amazon HQ2 collaboration

No worries Neonila. There is only the expectation that partners contribute whatever they are best able – whether that is data, or in your case site suggestions (with attached data)

My understanding is that the request has already gone out from Sadhu to all city managers – please confirm if Richmond has not received.

We can then go from there

Thanks

James

From: Lilova, Neonila [mailto:NLilova@richmond.ca]
Sent: Monday, September 25, 2017 4:44 PM
To: James Raymond <JRaymond@vancouvereconomic.com>
<<mailto:JRaymond@vancouvereconomic.com>> >
Cc: Bryan Bugey <BBuggey@vancouvereconomic.com>
<<mailto:BBuggey@vancouvereconomic.com>> >
Subject: RE: Amazon HQ2 collaboration

Hi James (thanks Bryan),

Wednesday is booked solid. Before we discuss times and availability, can you please advise on the expectations from the City of Richmond on participation on the working group – s.17(1)

My understanding is that such request will be coming through the City Manager's Office from Van's City Manager (expecting this to come through per my phone conversation with Ian McKay). Unless there is a different process in place by Deloitte, in which case please advise what it is and what are the expectations/time commitments.

Thanks,

Neonila

Neonila Lilova, MBA

Economic Development Manager

City of Richmond

604-247-4934

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Follow <<https://twitter.com/RichmondEDO>> @RichmondEDO

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Monday, 25 September 2017 16:17
To: Lilova, Neonila
Cc: Bryan Bugey
Subject: RE: Amazon HQ2 collaboration

Hi Neolila

Are you free on Weds? We are currently drafting the overall narrative/key messages for the

proposal, would be great to get your thoughts

Not sure Deloitte's schedule for Weds, but can find out tomorrow

From: Bryan Buggy
Sent: Monday, September 25, 2017 4:06 PM
To: NLilova@richmond.ca <mailto:NLilova@richmond.ca> ; James Raymond
<JRaymond@vancouvereconomic.com <mailto:JRaymond@vancouvereconomic.com> >
Subject: Amazon HQ2 collaboration

James...

I just finished talking to Neonila. Can you connect with her to set expectations on what she should be bringing to the table and when?

Many thanks

Bryan

BRYAN BUGGEY

Director, Strategic Initiatives & Sector Development

P: 604 336 8012 | C: 778 836 3636

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From: "Robertson, Chris" <chris.robertson@vancouver.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Kelley, Gil" <Gil.Kelley@vancouver.ca>
"Ian McKay" <IMcKay@vancouvereconomic.com>
"Bryan Buggy" <BBuggey@vancouvereconomic.com>
Date: 10/5/2017 11:47:49 AM
Subject: RE: Why Vancouver (Probably) Won't Win Amazon
Attachments: Amazon HQ2 Housing Starts CoV vs Region.xlsx

Hi James,

Our data group has confirmed that the Metro Vancouver regional numbers are accurate, and for comparison purposes, we've added the City of Vancouver housing starts to the spreadsheet.

Chris

From: James Raymond [mailto:JRaymond@vancouvereconomic.com]
Sent: Wednesday, October 04, 2017 8:29 PM
To: Kelley, Gil; Ian McKay; Buggy, Bryan
Cc: Robertson, Chris
Subject: Re: Why Vancouver (Probably) Won't Win Amazon

Thanks Gil. It's amazing how many experts are out there regarding Amazon, their needs and this bidding process. Who knew there was so much expertise.

I won't pick apart all his arguments as too busy working on the actual proposal - well maybe just his first two arguments which are wrong. We already have 150k workers in tech in BC and the ability to pull in many more as we have continually done for 20 years. And to think that YVR - the best airport in N America for 8 yrs - is not well connected (with exception of Washington) is bizarre. The fact that the writer doesn't even have the courage to remove the (probably) from the title says it all.

Btw we are also pulling some interesting housing starts stats together - would be great if Chris or someone in the team could check them over - see attached.

I'll wrap up by saying we have had 30+ media enquiries on this so far, latest CNN, and from being ignored at the start (even by Canadian media) are now being talked about seriously. It's the best advert Vancouver has ever had - after the Olympics. Being shortlisted - very realistic - would top that IMHO

Just my thoughts, look forward to getting your thoughts on the draft!

Best

James Raymond, Manager of Research & Analysis, Vancouver Economic Commission

From: Kelley, Gil
Sent: Wednesday, October 4, 2017 6:30 PM
To: Ian McKay; Bryan Buggy
Cc: Robertson, Chris; James Raymond
Subject: Fwd: Why Vancouver (Probably) Won't Win Amazon

Please excuse any typos
Sent from my iPhone

Begin forwarded message:

From: Chris from Resonance Consultancy <insights@resonanceco.com>
Date: September 29, 2017 at 7:22:46 AM PDT
To: Gil Kelley <gil.kelley@vancouver.ca>
Subject: Why Vancouver (Probably) Won't Win Amazon
Reply-To: <insights@resonanceco.com>

RESONANCE



ONE OF THESE CITIES WILL WIN AMAZON



BUT VANCOUVER IS LIKELY NOT ONE OF THEM.

With \$5 billion in investment and 50,000 jobs flowing into Amazon's second HQ, Vancouver is salivating over luring Jeff Bezos up the I-5. Here's why we shouldn't hold our breath.

Dear Gil,

This month, cities around North America will have an additional, curious line item on their monthly budgets. In addition to payroll and EMS, there will be hundreds of hours per city allocated to attracting Amazon's second headquarters outside of Seattle.

Vancouver joins other cities, states and provinces all over North America in building quick-strike supergroups with names like "The Amazon HQ2 Team." Calgary has tapped lauded business leaders like retired investment banker Bill

Sembo, who was integral in the creation of Canada's energy monoliths.

Of course the prize eclipses the scrambling of high-powered teams and finding un-budgeted cash. To the victor go \$5 billion in Amazon investment and 50,000 new jobs over the next two decades.

But Vancouver, we regret to say, has very little chance.

With a goal of hiring 50,000 employees, Amazon is unlikely to choose a city that has less advanced industry service workers than Seattle currently (160,000). By comparison, Metro Vancouver has less than half of Seattle's talent pool.

Our housing market—one of the hottest topics during the provincial elections and, seemingly, forever—is a constraint for Amazon employees, especially when competing to attract new talent.

Connectivity is a centrepiece of the proposal, and Vancouver's public transit would ensure local transportation needs. However, compared to other major airports, daily direct flights to Seattle, New York, the Bay Area, and Washington, D.C., from YVR are a limitation for Vancouver.

Although some would argue that the city's regional proximity could be considered an advantage, a Canadian Amazon headquarter could generate a strong political debate, especially if Vancouver bids independently.

SO WHAT CITY GETS AMAZON?

As leading advisors in real estate, tourism, and economic development for three decades—a great many of our clients being cities—we used our data that we provide to our destination and real estate clients to prognosticate on what city is most likely to win this massive prize.

To do so, we dove into the eight-page RFP that Amazon provided to cities earlier this month and surfaced a Top 5—the cities where the company that wants to own the Internet (and commerce in general) is most likely to set up shop.

THE WEST ISN'T THE BEST

As we mentioned above, despite West Coast capitals hoping to finally sate their Seattle envy, we regret to inform them that Amazon is unlikely to choose *another* city on the West Coast and would likely gravitate to cities in the Central or Eastern time zone. The reason? Proximity to their major U.S. distribution centers.

TALENT TAKES FLIGHT

The cities with the best shot must match or exceed Seattle's 160,000 advanced industry service workers. Also part of the ask is a seamless air

connection between HQ1 and HQ2. Amazon's RFP explicitly states that the company will only consider cities with daily direct flights to Seattle, New York, the Bay Area, and Washington, D.C. Based on that criteria, there are only five cities in the U.S. Central and Eastern time zones that have 160,000 or more advanced industry service employees *and* daily direct flights to these key cities...

1. New York
2. Chicago
3. Dallas
4. Boston
5. Washington

OUR BEST CITIES DATA WENT DEEPER

Once we had our shortlist of five cities, there was more work to be done. We revisited the RFP and identified specific Amazon criteria that we could measure based on the research we collected for our [*America's Best Cities report*](#) over the summer, our ranking of U.S. cities that quantified and benchmarked the relative quality of place, reputation and competitive identity by analyzing 27 factors in six categories using a combination of core statistics and online ratings and reviews.

Based on the specifications listed in the RFP, we identified data from our research for each of the following criteria Amazon says is important to them in selecting a city for its second headquarters:

- Educational attainment (The percentage of city's population with a post-secondary education)
- Diversity (Percentage of population foreign born and percentage that speak a language other than English at home)
- Excellent institutions of higher education (Ranking of local university)
- Recreational opportunities (Number of visitor recommended very good or excellent parks and outdoor activities)
- Quality of life (Crime rate, Air Quality, Average time to commute to work, and Number of visitor recommended very good or excellent neighbourhoods and landmarks)
- Housing Affordability
- Number of Fortune 500 companies

Based on this analysis, the ranking of the cities best suited to meeting Amazon's requirements is:

1. **New York**
2. **Chicago**
3. **Dallas**
4. **Boston**
5. **Washington**

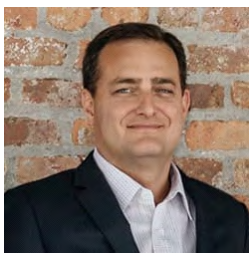
It's unlikely that New York, one of the densest and developed cities in the world, would be able to meet the land requirements or offer Amazon the tax incentives they are looking for. Which means, based on our analysis, that the winning city will likely be one of the next four on our list.

Besides having the poetic attribute of already being The *Second* City, Chicago has already lured another major Seattle company to move their headquarters to the midwest. Boeing moved there in 2001.

Of course this is about more than a city's attributes. It will also come down to the most compelling real estate and tax incentive package, which is why Amazon is playing this game. Dozens of cities will invest countless hours preparing their proposal when Amazon likely already has a similar shortlist to ours identified.

What we can take away from this whole exercise is the growing importance quality of place plays in luring new companies, large or small, to cities today. Many of the factors identified by Amazon in its RFP are the very factors we measure in our [America's Best Cities report](#).

So while the efforts of many economic development teams in the weeks to come may be fruitless in this particular pursuit, it should be instructive for them in developing a better understanding of the factors and criteria that site selectors and talent are increasingly going to be looking for in the future.



Chris Fair
President & CEO
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cfair@resonanceco.com

The leader of Resonance is a futurist, marketing strategist and public speaker who's a member of the Urban Land Institute's Recreational Development Council, a contributing expert to DMAI's Destination NEXT project, and a member of Project for Public Spaces' Placemaking Leadership Council.

Resonance Consultancy creates strategies and brands that shape the future of places and products around the world.

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HOUSING STARTS - CITY COMPARISON

VANCOUVER (Metro Area)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate
17,867	6.5%	19,027	-1.7%	18,696	2.8%	19,212	8.6%

Average Annual Growth Rate: 10.0%

Growth Rate from 2015 to 2016: 33.8%

Source: Conference Board Metro Outlook Reports

TORONTO (Metro Area)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate
39,745	21.0%	48,105	-30.3%	33,547	-13.8%	28,929	46.2%

Average Annual Growth Rate: 3.1%

Growth Rate from 2015 to 2016: -7.7%

Source: Conference Board Metro Outlook Reports

SEATTLE (Seattle-Tacoma-Bellevue)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate
11,230	57.3%	17,666	10.5%	19,517	12.5%	21,953	13.9%

Average Annual Growth Rate: 19.2%

Growth Rate from 2015 to 2016: 1.9%

Source: <https://www.census.gov/construction/bps/msaannual.html>

WASHINGTON (Washington-Arlington-Alexandria)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate
19,657	14.0%	22,404	7.3%	24,033	3.2%	24,804	-7.2%

Average Annual Growth Rate: 5.8%

Growth Rate from 2015 to 2016: 11.6%

Source: <https://www.census.gov/construction/bps/msaannual.html>

BOSTON (Boston-Cambridge-Quincy)

2011	Growth Rate	2012	Growth Rate	2013	Growth Rate	2014	Growth Rate
6,139	44.2%	8,851	35.8%	12,021	0.0%	12,024	25.0%

Average Annual Growth Rate: 18.6%

Growth Rate from 2015 to 2016: -11.9%

Source: <https://www.census.gov/construction/bps/msaannual.html>

***Note:** New York City data included Newark and Jersey (not the best comparison and have thus not included it. 1

VANCOUVER (City)

2015	Growth Rate	2016
20,863	33.8%	27,914

2011	Growth Rate	2012	Growth Rate	2013
3,830	43.6%	5,498	10.4%	6,071

Average Annual Growth Rate: 28.3%

Growth Rate from 2015 to 2016: 111.4%

Source: CMHC Housing Now Reports

2015	Growth Rate	2016
42,287	-7.7%	39,027

2015	Growth Rate	2016
25,008	1.9%	25,489

2015	Growth Rate	2016
23,007	11.6%	25,687



2015	Growth Rate	2016
15,036	-11.9%	13,247

City and was only available for 2014, 2015 and 2016. We deemed it
This was also the case for Atlanta



Growth Rate	2014	Growth Rate	2015	Growth Rate	2016
-23.4%	4,648	-0.7%	4,616	111.4%	9,759

From: "Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>

To: "Bryan Buggy" <BBuggy@vancouvereconomic.com>

Date: 9/26/2017 3:52:31 PM

Subject: RFP - Amazon HQ2 Sites

Attachments: RFP Amazon HQ2 Sites Sep 25 2017.pdf

The file I mentioned. This has been sent to all City Planners in the region.

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From: "Aisling Geaney"
To: s.17(1)
CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
Date: 10/3/2017 5:43:20 PM
Subject: VEC:Translink Amazon HQ2 Contribution

Hi s.17(1)

Hope you are well. By way of introduction, my name is Aisling and I am the Senior Accountant here in the VEC. I will be looking after the invoicing process in relation to the Amazon HQ2 bid. It's great that s.17(1) are able to contribute to the development of the bid.

Can you just confirm if I should send the invoice directly to you or do you have an Accounting department I should direct it towards? I will need a full address to prepare the invoice.

Kind Regards,

Aisling Geaney
Senior Accountant
P: +1 (604) 336-8015
E: ageaney@vancouvereconomic.com



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

From: Bryan Buggy
Sent: Tuesday, October 3, 2017 9:29 AM
To: s.17(1)
Cc: Aisling Geaney <ageaney@vancouvereconomic.com>
Subject: RE: Catching up on Amazon

Yes, that is what we are doing with the others. If you could provide the proper address and who it should be made attention to, that would be great.

Copying our accountant here.

Bryan

From: s.17(1)
Sent: Tuesday, October 3, 2017 9:02 AM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Re: Catching up on Amazon

Are you guys going to send over an invoice ?

Sent from my iPhone

On Oct 2, 2017, at 4:02 PM, Bryan Buggy BBuggy@vancouvereconomic.com> wrote:

Fantastic news. Standing by. bb

From: s.17(1)
Sent: Monday, October 2, 2017 4:00 PM
To: Bryan Buggy <BBuggy@vancouvereconomic.com>
Subject: Re: Catching up on Amazon

Think we're good to contribute. Just need paperwork.

Sent from my iPhone

On Oct 2, 2017, at 3:57 PM, Bryan Buggy BBuggy@vancouvereconomic.com> wrote:

Hi s.17(1) any updates for me?

bb

BRYAN BUGGEY
Director, Strategic Initiatives & Sector Development
P: 604 336 8012 | C: 778 836 3636

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<image001.png> <image002.png> <image003.png>

<image004.png>

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From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/18/2017 10:38:37 AM
Subject: Additional copies of the proposal

Hi James,

The response to the finished product here was overwhelmingly positive (as expected J).

If you are ordering additional copies from the printer, might it be possible to order a sufficient quantity for Deloitte to retain a few copies? We can keep them as confidential, especially in the immediate term, if the document does not become public.

Copying Claire, in case she is the one liaising with The Printing House.

Re: your other email, we are putting together a list of thank-yous now.

Cheers,

--

Tom Corner
Manager | Economics and Policy Advisory
Deloitte
2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada
D: +1 (604) 640 3100 | M: +1 (778) 706 2836
tcorner@deloitte.ca | deloitte.ca

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From:	"Ian McKay"
To:	"James Raymond" <JRaymond@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com> "Bryan Buggiey" <BBuggiey@vancouvereconomic.com>
CC:	"Katrina Purcell" <KPurcell@vancouvereconomic.com>
Date:	9/11/2017 2:03:35 PM
Subject:	Amazon Bid Kickoff

Meeting will be one hour, with brief remarks from VEC and the Mayor, followed by a moderated discussion.

<u>Stakeholder</u>	<u>VEC call from;</u>
CoV	BB
Province	BB
Federal Gov't	IM
YVR	IM
Translink	BB
Port	IM
Universities	SE/BB
VBoT	IM
BC Tech	IM
UDI/NAIOP	BB
Telco's	TP/M&R
BC Hydro	BB
Metro Van	IM
FNTC	SE
Amazon	IM

From: "Sean Elbe"
To: "Mikey Scott" <mikey@herschelsupply.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/17/2017 12:34:13 PM
Subject: Amazon HQ2 bid

Hi Mikey,

Hope all is well.

Tomorrow, I'm driving down to Seattle to drop off hard copies of our [HQ2 bid to Amazon](#). You may have heard of our work on this. We're dropping it off at the Day 1 HQ building directly to Amazon's economic development team and we thought, wouldn't it be cool to get a shot of us handing it to them in a Herschel bag that represented Vancouver.

Any ideas? Could you hook us up?

Thanks for considering,

Sean

SEAN ELBE
Sector Development Manager, Technology
P: 604 336 8027 | C: 604 603 6093

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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
CC: "Corner, Tom (CA - British Columbia)" <tcorn@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"George PR Benson" <gbenson@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
Date: 10/15/2017 8:06:25 PM
Subject: Amazon HQ2 Proposal | Draft for Review
Attachments: Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf

Team –

Please see attached for an updated version of our designed proposal document. Some key items to note:

s.13(1)



Please let me know if you have any questions.

Thanks,
Farah
--

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From: "Diamandiev, Slavi \CA - British Columbia\)" <sdiamandiev@deloitte.ca>
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
sadhujohnston@vancouver.ca
paul.mochrie@vancouver.ca
"Eleena Marley" <Eleena.Marley@vancouver.ca>
carol.mason@metrovanvancouver.org
"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
valalonde@surrey.ca
"Ann Rowan" <Ann.Rowan@metrovanvancouver.org>
"Annie Gorra" <annie.gorra@vancouver.ca>
"Jong, Teresa" <Teresa.Jong@vancouver.ca>
ljdonoeh@surrey.ca
"Wu, Stephen" <SWu@surrey.ca>
"Robertson, Chris" <chris.robertson@vancouver.ca>
"Chambers, Courtney" <Courtney.Chambers@surrey.ca>
"Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
"Neal Carley" <Neal.Carley@metrovanvancouver.org>
"Tess Kitchen" <Tess.Kitchen@metrovanvancouver.org>
"Jones, Donna" <DLJones@surrey.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Hea her Schoemaker" <Hea.her.Schoemaker@metrovanvancouver.org>
CC: "Bruzon, Etienne (CA - British Columbia)" <ebruzon@deloitte.ca>
"Knight, Charles \CA - Toronto\)" <chknight@deloitte.ca>
"Beaton, Douglas \CA - British Columbia\)" <dbeaton@deloitte.ca>
"Corner, Tom \CA - British Columbia\)" <tcorner@deloitte.ca>
"Shutsa, Christopher \CA - British Columbia\)" <cshutsa@deloitte.ca>
"Sawchuk, Jamie \CA - British Columbia\)" <JSawchuk@deloitte.ca>
"Khan, Farah \CA - British Columbia\)" <farakhan@deloitte.ca>
"Hilts, David \CA - Toronto\)" <dhlits@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Reza, Fatima \CA - British Columbia\)" <freza@deloitte.ca>
"George PR Benson" <gbenson@vancouvereconomic.com>
Date: 10/15/2017 8:36:50 PM
Subject: Amazon HQ2 Proposal - Final Draft
Attachments: Amazon HQ2 - Proposal Designed - Oct 15 2017.pdf

Steering Committee,

On behalf of the proposal development team, please find attached the final draft of the proposal in its final format. Please review and let us know if there are **show-stopper** issues by 11am tomorrow, Monday, October 16th. David, Heather, Donna and Eleena, as agreed, we will look to you to receive any final comments. As a reminder, we have a very limited opportunity to make any changes prior to sending the document to print on Monday night. So please only request changes if you cannot live with the document as is.

s.13(1)

s.13(1), s.17(1)

s.13(1)

s.13(1)

Please also note the following:

s.13(1)

- Site map colours will continue to be updated tomorrow; they are not 100% accurate as of now
- The appendix will be further enhanced/designed tomorrow
- Maps will continue to be refined/enhanced or added in as net new content tomorrow
- Some photos may change in the document

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
2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4
D: 604-601-3461 | M: 778-386-0490
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To:	"Bryan Buggy" <BBuggey@vancouvereconomic.com> "Sean Elbe" <SElbe@vancouvereconomic.com> "Tania Parisella" <TParisella@vancouvereconomic.com> "David Shepheard" <DShepheard@vancouvereconomic.com>
Date:	9/8/2017 9:16:55 AM
Subject:	amazon huddle

Strategy session for amazon, inc studios (david in for this bit)

From: "Blair Patacairk" <BPatacairk@investottawa.ca>
To: "Rebecca McDonell" <rmcdonell@investottawa.ca>
lcorcoran@calgaryeconomicdevelopment.com
LRegier@CalgaryEconomicDevelopment.com
Michael.Marini@hamilton.ca
["Greg Dandewich" <Greg@EconomicDevelopmentWinnipeg.com>](mailto:Greg.Dandewich@EconomicDevelopmentWinnipeg.com)
croft@economicdevelopmentwinnipeg.com
BBorgeson@Edmonton.com
["Krista Juurlink" <kjuurlink@halifaxpartnership.com>](mailto:kjuurlink@halifaxpartnership.com)
["Alex Pugh" <alex.pugh@investottawa.ca>](mailto:alex.pugh@investottawa.ca)
aconyngham@ledc.com
sfortin@quebecinternational.ca
DAertgeets@quebecinternational.ca
elawson@sreda.com
ETHompson@torontoglobal.ca
JSakas@investtoronto.ca
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["Tania Parisella" <TParisella@vancouvereconomic.com>](mailto:TParisella@vancouvereconomic.com)
Lucinda.Wallace@waterlooedc.ca
Kristina.Zelko@waterlooedc.ca
Jennifer.Battler@waterlooedc.ca
["Étienne Bouchard" <EBouchard@quebecinternational.ca>](mailto:EBouchard@quebecinternational.ca)
celine.clement@mtlintl.com
Erin.D'Alessandro@waterlooedc.ca
Date: 10/13/2017 2:57:34 PM
Subject: Amazon- Public Relations and Communications

Hello CCCA members,

Some of you have raised concerns on how you are going to navigate through confidentiality in relation to your Amazon bids. Blair is open to discuss how Ottawa is navigating community expectations.

For those who are interested in sharing your best practices, I hope you can make this call.

Your friend in need,

Rebecca McDonell

From: ["Claire Campbell"](#)

To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)

CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)
["Bryan Buggy" <BBuggy@vancouvereconomic.com>](#)
["Tania Parisella" <TParisella@vancouvereconomic.com>](#)

Date: 9/13/2017 9:41:35 AM

Subject: Amazon RFP Slides with VEC Logo

Attachments: Amazon HQ2 RFP Decision Drivers.compressed.pdf

Hi Ian,

Here is the Amazon HQ2 Deck with VEC branding on each slide. I'll put a paper copy on your desk as well.

Saved here:

s.15(1)(l)

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273 | C: 778 628 3681



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HQ2: DECISION DRIVERS

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ECONOMIC COMMISSION

SITE / BUILDING

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

CAPITAL / OPERATING COSTS

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

INCENTIVES

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

LABOUR FORCE

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

LOGISTICS

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

TIME TO OPERATIONS

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

CULTURAL COMMUNITY FIT

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

COMMUNITY / QUALITY OF LIFE

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

The Amazon.com logo is displayed in white text with the orange curved arrow underneath. The background is a blue-tinted photograph of a modern glass skyscraper in an urban setting.

amazon.com®

HQ2: DECISION DRIVERS

PRESENTED BY:



VANCOUVER
ECONOMIC COMMISSION

From: ["James Raymond"](#)

To: ["Courtney Crichton" <CCrichton@vancouvereconomic.com>](#)

Date: 9/28/2017 4:45:38 PM

Subject: Amazon_HQ2_RFP Response_Storyboard_v0.9

Attachments: Amazon_HQ2_RFP Response_Storyboard_v0.9.docx

























From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
Date: 10/13/2017 5:13:18 PM
Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx
Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.5.docx

Claire –

Please find attached the updated, end to end document.

Cheers,
Farah

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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
Date: 10/13/2017 12:03:46 PM
Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5_Chapter 0.docx
Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.5_Chapter 0.docx

Claire –

Please see attached for Chapter 0.

Cheers,
Farah

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From: "Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
To: "Claire Campbell" <ccampbell@vancouvereconomic.com>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>

Date: 10/13/2017 11:28:19 AM

Subject: Amazon_HQ2_RFP Response_Storyboard_v3.5_Executive Summary.docx

Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.5_Executive Summary.docx

Hi Claire –

Executive Summary is ready to go! J

Cheers,
Farah

Confidentiality Warning:

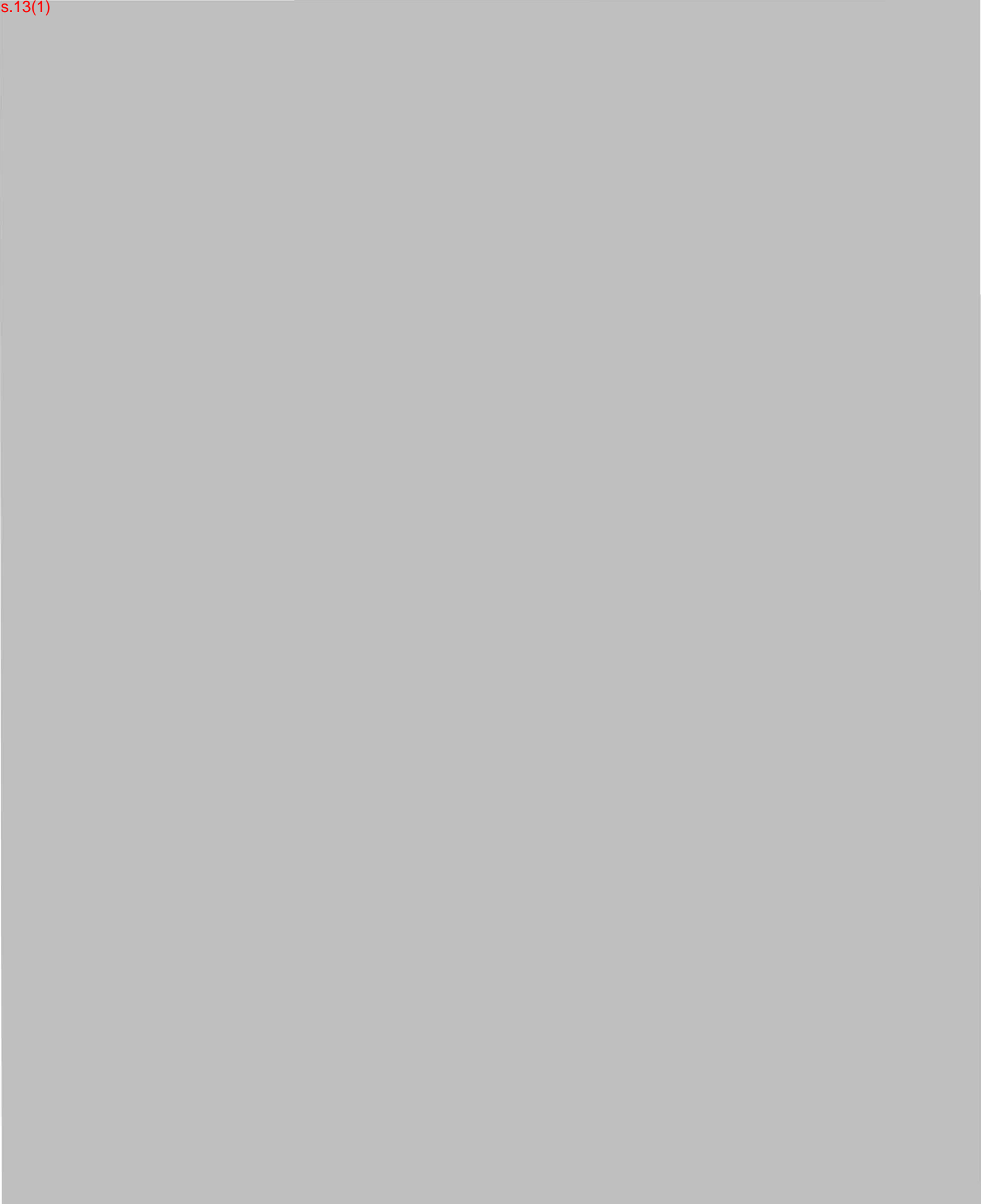
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³ Based on 2017 CBRE cost estimates across North American cities; currency exchange would further amplify projected savings

From: ["Claire Campbell"](#)

To: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)
["Corner, Tom \ \(CA - British Columbia\)" <tcorner@deloitte.ca>](#)

CC: ["Farah Khan" <farakhan@deloitte.ca>](#)

Date: 10/17/2017 12:05:52 PM

Subject: Appendix for REVIEW

Attachments: 3 - Amazon HQ2 Proposal - Appendix.compressed.pdf

Hi Tom and James,

Here is the Appendix. Page numbers will be done when the order of the appendix is final. Page count is 28- so we have our multiple of 4.

Thanks,
Claire

--

CLAIRE CAMPBELL
Coordinator, Marketing & Branding
Vancouver Economic Commission
P: 604 558 6273| C: 778 868 3907(*new*)

From: ["Claire Campbell"](#)
To: ["James Raymond"](#) <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 10:35:50 AM
Subject: Appendix Page Count

The appendix, as it stands, is 16 pages (with letters of support). So, it's a multiple of 4 which is perfect. Includes cover and back cover.

From: ["Claire Campbell"](#)

To: ["Farah Khan" <farakhan@deloitte.ca>](#)

["Corner, Tom \ \(CA - British Columbia\)" <tcorner@deloitte.ca>](#)

CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)

["Shutsa, Christopher \ \(CA - British Columbia\)" <cshutsa@deloitte.ca>](#)

Date: 10/17/2017 7:58:20 PM

Subject: APPENDIX

Attachments: FINAL - Amazon HQ2 Proposal - Appendix.compressed.pdf

Here is the final appendix!

--

CLAIRE CAMPBELL

Coordinator, Marketing & Branding

Vancouver Economic Commission

P: 604 558 6273| C: 778 868 3907(*new*)

From: ["Ingrid Valou"](#)
To: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
Date: 10/19/2017 4:38:52 PM
Subject: [APPROVAL RQ]: Speaking points - Amazon Bid

These all look good?

Key Messages:

- We have hand-delivered the proposal to Amazon
 - Also via UPS (as redundancy)
- This process has been a rewarding exercise in regional collaboration, especially with regards to creating a new template and process for future regional FDI attraction opportunities
 - Unprecedented level of collaboration since Vancouver 2010 Winter Olympics
- Vancouver is a city in which business costs are extremely competitive. As such, when we speak of "incentives" we mean "built-in incentives" – although we have identified pre-existing initiatives and sites that would fit their desires, we are not offering any cash or land.
 - Against municipal charter to offer these
 - Comparative to competitor US cities, Amazon would save tens of billions of dollars in operating costs, including healthcare, commercial space and labour.
- We have identified ample space for each Phases 1, 2 and 3
 - Do not volunteer how many sites are identified, but have been 4 sites identified across the region representing hundreds of millions of square feet of move-in ready office space.
- Vancouver ranked the top startup ecosystem in Canada, 15th in the world – in addition to Amazon's already sizable footprint, major multinationals like Microsoft, Sony Pictures Imageworks, Electronic Arts and SAP are already here, proving that our competitive business ecosystem has a lot to offer.

Other talking points (Governance):

- The Vancouver Economic Commission (VEC) coordinated this proposal on behalf of its regional and provincial partners.
- An initial briefing was held with major stakeholders on September 14th.
 - Since then, we continued to reach out to these representatives and additional subject matter experts, who have been formed into an informal Advisory Committee
 - To better address each of the key decision drivers, transit agencies, city planners and academic institutions are all prominently represented in this advisory committee, as are the cities in the region, notably Surrey, Richmond, New Westminster, Burnaby in addition to Vancouver.
- 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 (Advisory Committee).
 - The BC Ministry of Jobs, Trade and Technology, the City of Vancouver, the City of Surrey, Metro Vancouver, and the Vancouver Economic Commission are all represented on the Steering Committee.

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-19-17 4:27 PM
To: Ingrid Valou <IValou@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

She is. Sigh. She will try to do tonight. That's life huh?
I am so appreciative !

On Oct 19, 2017, at 4:25 PM, Ingrid Valou <IValou@vancouvereconomic.com> wrote:

I thought Claire was out of office tomorrow? s.22(1)

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Tania Parisella
Sent: October-19-17 4:25 PM
To: Eleena Marley <Eleena.Marley@vancouver.ca>
Cc: Nikolic, Sandra <Sandra.Nikolic@vancouver.ca>; McGregor, Marnie <Marnie.McGregor@vancouver.ca>; Ingrid Valou <IValou@vancouvereconomic.com>; James Raymond <JRaymond@vancouvereconomic.com>; sdiamandiev@deloitte.ca; Claire Campbell <ccampbell@vancouvereconomic.com>
Subject: Re: Speaking points - Amazon Bid

Hi Eleena and everyone else.
I am writing this from Seattle and am unable to make a call at the moment.
Please see my responses in CAPS LOCKED below as am on my phone.
Thanks.
Tania

TANIA PARISELLA
Director, Marketing & Research
Vancouver Economic Commission
P: [604 336 8013](tel:6043368013)

On Oct 19, 2017, at 3:06 PM, Marley, Eleena <Eleena.Marley@vancouver.ca> wrote:

Hi Sandra,

I'm out of office this pm but would love some help.

ICC Tania, Ingrid, James and Slavi (Deloitte) to connect us all.

There are three parts to this coms:

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

s.13(1)

I know VEC / Deloitte would very much appreciate some support. Can you circulate the council briefing template and confirm who from COV coms could review the draft tomorrow.

Much appreciated all and I'm on my cell this pm and tomorrow

E

604 367 5991

Sent from my iPhone

On Oct 19, 2017, at 2:13 PM, Nikolic, Sandra <Sandra.Nikolic@vancouver.ca> wrote:

Hi Eleena,

I hope this email finds you well. As per my voicemail, I just spoke with Sadhu, who mentioned that you are working with Deloitte in preparing speaking points for Councillor Louie / other Metro Board Directors in case any of them are asked any questions at the upcoming Metro Vancouver Council of Councils meeting scheduled for this Saturday regarding the Amazon bid that Vancouver, Richmond and Surrey submitted.

IGR routinely provides the Councillors with briefing notes prior to Metro Vancouver Board and Steering Committees and would be happy to work with you in getting the speaking points to them in advance of Saturday's meeting.

I'm copying Marnie to this email, as I'm not in the office tomorrow and see that you're out of the office all day today. If we're able to coordinate today, I can get the points to the Councillors tomorrow, or send you the email template...?

Please let me know what would work best.

Thank you,
Sandra

From: "Ingrid Valou"

To: "Ian McKay" <IMcKay@vancouvereconomic.com>

CC: "Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Sean Elbe" <SElbe@vancouvereconomic.com>

Date: 9/21/2017 11:38:14 AM

Subject: [APPROVAL RQ] Draft Statement from VEC on Amazon HQ2 & Comms Update

Attachments: Draft Statement from VEC on Amazon HQ2.docx

Hello Ian,

Please review the attached draft statement on Amazon HQ2 at your earliest convenience. If you approve it, I will have it published on our website and sent to the journalists who have previously asked for responses from us.

s.13(1)



Note: James, Sean and Tania have all seen and approved the contents of the statement. Ideally, we will create a public-facing live document with Steering Committee approved updates to better manage enquiry volumes and create "transparency."

On a side but relevant note, the Ministry of Jobs, Trade and Technology called earlier this morning to let me know that they would like to publicise their financial contribution/support of the proposal. Briefly:

s.13(1)



I committed to nothing except maintaining a dialogue with them, but did let them know that the Steering Committee will be meeting today and there may be comms-related updates after that meeting.

Thank you for your time & attention,

INGRID VALOU
Communications Specialist
C: 604 868 1990

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



s.13(1)



From: "Bryan Buggey"

To: "Ian McKay" <IMcKay@vancouvereconomic.com>

"Tania Parisella" <TParisella@vancouvereconomic.com>

"Sean Elbe" <SElbe@vancouvereconomic.com>

"James Raymond" <JRaymond@vancouvereconomic.com>

"Eleena Marley" <Eleena.Marley@vancouver.ca>

Date: 9/17/2017 8:55:22 AM

Subject: s.17(1)

s.17(1)

s.22(e)(f)(h)

s.17(1), s.22(e)(f)(h)

s.17(1), s.22(e)(f)(h)

Bryan

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From: ["Ian McKay"](#)

To: sdiamandiev@deloitte.ca

CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)
dbeaton@deloitte.ca

Date: 10/18/2017 2:16:44 PM

Subject: Burnaby

Folks

s.17(1)

This will come up at steering committee today.

--

IAN McKAY

CEO

P: 604 336 8011 | C: 604 889 2811

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From: "Nadia Jannif" <nadia.jannif@cbc.ca>
To: "Ingrid Valou" <IValou@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
Date: 10/19/2017 11:45:15 AM
Subject: CBC NEWS

Hi,

Nadia with CBC News Vancouver.

With the Amazon H2Q submission deadline tomorrow, just wondering if someone is available to talk to us about Vancouver's submission

Thanks

--

Nadia Jannif



From: "Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>

To: "Claire Campbell" <ccampbell@vancouvereconomic.com>

CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>

Date: 10/12/2017 3:27:46 PM

Subject: chapter 2

Attachments: Amazon_HQ2_RFP Response_Storyboard_v3.4 - chapter 2.docx

Hi Claire – here is a draft of chapter 2 (talent)

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From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/16/2017 1:14:40 PM
Subject: Confirmation around confidentiality and HQ2 sites

Hi James,

Could you please confirm that I should reach out to Shaw with addresses for possible HQ2 sites, in order to obtain information on their fiber optics access.

Obviously, while necessary to get this information (since CoV could not provide it), doing this will in effect communicate to Shaw that these sites may be prospective locations for Amazon in Vancouver.

Thanks,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

tcorner@deloitte.ca | deloitte.ca

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From: ["Jones, Donna" <DLJones@surrey.ca>](mailto:DLJones@surrey.ca)
To: ["James Raymond" <JRaymond@vancouvereconomic.com>](mailto:JRaymond@vancouvereconomic.com)
Date: 10/13/2017 1:55:40 PM
Subject: Contact at Amazon

Hi James - I'm putting together a letter of support from Mayor Hepner and having a comfort letter created by our Chief Planner with respect to expediting permitting/rezoning. Both will be included in the bid materials.

Slavi suggested that you would have the name of the person at Amazon that I should address the letter to. Could you please provide. Thank you!

From: ["James Raymond"](#)

To: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)

Date: 10/14/2017 2:58:53 PM

Subject: costs and community edits

Attachments: 01 - COMMUNITY - FYI Design Progress.compressed (1) vJR.pdf
04 - COSTS - FYI Design Progress.compressed vJR.pdf

JAMES RAYMOND

Manager, Research & Analysis

P: 604 336 8021 | C: 778 788 7721

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From: ["Courtney Crichton"](#)

To: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)

CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)

Date: 9/21/2017 4:18:47 PM

Subject: [Deliverable] Other Top Contenders for Amazon HQ2

Attachments: Other Top Contenders for Amazon HQ2.xlsx

Hi Tania,

See attached for the research on the other top contenders for Amazon HQ2 that Ian requested. The list includes the top 15 contenders (as identified in numerous media articles).

James was hoping to send this out to everyone in the office and start a pool on where each of us thinks HQ2 will end up. Let us know if we can do this!

Thanks,
Courtney

COURTNEY CRICHTON
Research & Engagement Strategist
P: 604 336 8018 | C: 604 780 7456

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Vancouver, BC V6B 5A1
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[illegible]

From: ["Claire Campbell"](#)
To: ["Khan, Farah \(CA - British Columbia\)" <farakhan@deloitte.ca>](#)
CC: ["James Raymond" <JRaymond@vancouvereconomic.com>](#)
Date: 10/15/2017 7:57:20 PM
Subject: DELIVERY - Amazon HQ2 Proposal - As of Sunday October 15

Download here:
[s.15\(1\)\(l\)](#) (10 MB)

From: ["Ingrid Valou"](#)

To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)

CC: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
["James Raymond" <JRaymond@vancouvereconomic.com>](#)
["George PR Benson" <gbenson@vancouvereconomic.com>](#)

Date: 10/19/2017 5:20:31 PM

Subject: [DELIVERY] News Release announcing submission of Amazon HQ2 & Key Messages

Attachments: DRAFT_Amazon HQ2 News Release.docx

Hello Ian et al.

Attached is the draft news release/briefing document. Please advise if you feel I have missed or should omit anything, or if you have any comments to make on format. The key messages are also included therein.

Thank you for your patience,

INGRID VALOU
Communications Specialist
C: 604 868 1990

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



s.13(1)



s.13(1)



s.13(1)



s.13(1)



From: "Claire Campbell"

To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>

CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>

Date: 10/12/2017 4:49:16 PM

Subject: [Delivery] Primary Sites - In Design

Attachments: Phase 1 Sites - as of Oct 12 4PM.pdf

See attached!

I am still missing content for the **YELLOW** boxes.

I had to trim the copy slightly, hopefully you won't even notice!

From: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>

Date: Thursday, October 12, 2017 at 3:22 PM

To: Claire Campbell <ccampbell@vancouvereconomic.com>

Cc: James Raymond <JRaymond@vancouvereconomic.com>, "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>

Subject: primary sites

Hi Claire – here is updated content to create the 2 one-pagers on the primary sites

Chris Shutsa

Mobile: 604.603.3619

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From: "Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \ (CA - British Columbia)" <farakhan@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
Date: 10/16/2017 11:18:55 AM
Subject: Edits to provincial commitments
Attachments: Amazon HQ2 - Proposal Designed - Oct 15 2017 slavi comments.pdf

Chris, as discussed, please see 3 wording edits to the provincial commitment section. Please call me if you need to discuss.

Slavi

Slavi Diamandiev

Economics Advisory Leader, Western Canada

Financial Advisory Services

Deloitte

2800-1055 Dunsmuir St., Vancouver, BC, V7X1P4

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From: "Diamandiev, Slavi \ (CA - British Columbia)" <sdiamandiev@deloitte.ca>
To: "Ian McKay" <IMcKay@vancouvereconomic.com>
sadhu.johnston@vancouver.ca
"Jong, Teresa" <Teresa.Jong@vancouver.ca>
"Krieger, Brian MIT:EX" <Brian.Krieger@gov.bc.ca>
valalonde@surrey.ca
"Beaton, Douglas \ (CA - British Columbia)" <dbeaton@deloitte.ca>
"Annie Gorra" <annie.gorra@vancouver.ca>
jdonohoe@surrey.ca
"Wu, Stephen" <SWu@surrey.ca>
"Chambers, Courtney" <Courtney.Chambers@surrey.ca>
paul.mochrie@vancouver.ca
carol.mason@metrovanvancouver.org
"Eleena Marley" <Eleena.Marley@vancouver.ca>
"Oehlschlager, Kelly" <kelly.oehlschlager@vancouver.ca>
"Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
"Jones, Donna" <DLJones@surrey.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
CC: "Heather Schoemaker" <Heather.Schoemaker@metrovanvancouver.org>
"Kelley, Gil" <Gil.Kelley@vancouver.ca>
"Neal Carley" <Neal.Carley@metrovanvancouver.org>
"Knight, Charles \ (CA - Toronto)" <chknight@deloitte.ca>
"Bruson, Etienne \ (CA - British Columbia)" <ebruson@deloitte.ca>
"Sawchuk, Jamie \ (CA - British Columbia)" <JSawchuk@deloitte.ca>
Date: 10/18/2017 2:27:50 PM
Subject: Final Amazon HQ2 Proposal

Hi Everyone –

The final proposal sent to Amazon can be downloaded at this link [s.15\(1\)\(l\)](#) (we cannot e-mail it due to size). We have also made available the Appendix, including an additional page with acknowledgments to the contributing partners (that page was not included in the version sent to Amazon).

Please do not circulate the documents until a decision is made by the Steering Committee on distribution and communication strategy. We have included this question on today's steering committee meeting agenda.

Thank you kindly,

- Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | [deloitte.ca](#)

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

From: Ian McKay [<mailto:IMcKay@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 1:17 PM
To: Ian McKay; sadhu.johnston@vancouver.ca; Jong, Teresa; Krieger, Brian MIT:EX; valalonde@surrey.ca; Beaton, Douglas (CA - British Columbia); Diamandiev, Slavi (CA - British Columbia); Annie Gorra; jdonohoe@surrey.ca; Wu, Stephen; Chambers, Courtney; paul.mochrie@vancouver.ca; carol.mason@metrovanvancouver.org; Eleena Marley; Oehlschlager, Kelly; Corner, Tom (CA - British Columbia); Jones, Donna; James Raymond
Cc: Heather Schoemaker; Kelley, Gil; Neal Carley; Knight, Charles (CA - Toronto)
Subject: HQ2 Steering Committee
When: Wednesday, October 18, 2017 4:00 PM-5:00 PM (UTC-08:00) Pacific Time (US & Canada).
Where: City Hall - 6th floor, City Manager's Boardroom, 453 West 12th Avenue

18.10.2017: Please see attached the agenda for this afternoon's meeting. – Jamie

Conference call details:

Toll Free [s.15\(1\)\(l\)](#)
From Vancouver 604-829-4222

Meeting ID: [s.15\(1\)\(l\)](#)
Password: [s.15\(1\)\(l\)](#)

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From: ["Robb, Katie" <Katie.Robb@vancouver.ca>](mailto:Katie.Robb@vancouver.ca)
To: ["Tania Parisella" <TParisella@vancouvereconomic.com>](mailto:TParisella@vancouvereconomic.com)
Date: 9/7/2017 11:47:10 AM
Subject: Final for your files

"Vancouver is without a doubt a top contender for Amazon's next HQ. In the heart of the Cascadia Tech Corridor and close to their American HQ, Vancouver's world-class tech ecosystem is chock-full of top talent, a prime gateway for international business, a green economy hub, and consistently rated as a top liveable city thanks in large part to our outstanding transportation system. As Mayor, I - in partnership with the Vancouver Economic Commission – will put forward an outstanding bid for Amazon's next North American HQ that will put Vancouver over and above other cities."

[Katie Robb](#)

Director of Communications

Office of the Mayor | City of Vancouver

Office: 604.873.7490 | Cell: 778.918.7973

Mayorofvancouver.ca

From: "Corner, Tom \ (CA - British Columbia)" <tcorner@deloitte.ca>
To: "Khan, Farah (CA - British Columbia)" <farakhan@deloitte.ca>
CC: "Diamandiev, Slavi (CA - British Columbia)" <sdiamandiev@deloitte.ca>
"Shutsa, Christopher \ (CA - British Columbia)" <cshutsa@deloitte.ca>
"James Raymond" <JRaymond@vancouvereconomic.com>
"Claire Campbell" <ccampbell@vancouvereconomic.com>
Date: 10/17/2017 4:13:53 PM
Subject: Final reordered proofread appendix
Attachments: Appendix Oct 17 415 proofread final Word doc.docx

--
Tom Corner

Manager | Economics and Policy Advisory
Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

D: +1 (604) 640 3100 | M: +1 (778) 706 2836

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From: ["Ingrid Valou"](#)
To: ["Ian McKay" <IMcKay@vancouvereconomic.com>](#)
CC: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)
Date: 10/19/2017 5:54:17 PM
Subject: [Follow-Up/Approval Rq] News Release Amazon HQ2

Hi Ian,

Did you complete your review of the document? If not, then are you returning to the office? If you're returning to make more changes then I'm happy to stay and meet with you to discuss/make those changes.

Thank you,

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: "George PR Benson"

To: "James Raymond" <JRaymond@vancouvereconomic.com>
"Tania Parisella" <TParisella@vancouvereconomic.com>
"Bryan Buggy" <BBuggy@vancouvereconomic.com>
"Ian McKay" <IMcKay@vancouvereconomic.com>

Date: 10/3/2017 1:57:17 PM

Subject: Follow-up from Federal Cal

Hello all,

James asked me to report out on the key points from the call with the Government of Canada re: Amazon:

s.13(1)



Happy to answer any other questions as need be.

Best,

George Patrick Richard Benson
Strategic Initiatives Officer
C: 604 369 6501

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Vancouver, BC V6B 5A1
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From: "James Raymond"
To: "Courtney Crichton" <CCrichton@vancouvereconomic.com>
Date: 9/28/2017 11:35:17 AM
Subject: FW: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote
Attachments: NR Amazon HQ2 29Sept V4.docx

From: James Raymond
Sent: Thursday, September 28, 2017 11:35 AM
To: Sean Elbe (SElbe@vancouvereconomic.com) <SElbe@vancouvereconomic.com>; John McPherson (JMcPherson@vancouvereconomic.com) <JMcPherson@vancouvereconomic.com>; Mervyn Mabini <mmabini@vancouvereconomic.com>
Subject: FW: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

s.13(1)

From: Ingrid Valou
Sent: Wednesday, September 27, 2017 3:25 PM
To: Jamie Warren <JWarren@vancouvereconomic.com>
Cc: James Raymond <JRaymond@vancouvereconomic.com>
Subject: [ACTION] FW: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Hi Jamie – I need Ian to approve/edit this ASAP. Very time sensitive.
James, just an FYI -- no action for you.

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Ingrid Valou
Sent: September-27-17 3:12 PM
To: Ian McKay (IMcKay@vancouvereconomic.com) <IMcKay@vancouvereconomic.com>
Subject: [APPROVAL RQ] Provincial Amazon HQ2 News Release Quote

Hi Ian,

Here is the draft quote and attached is the full news release (with my changes added). The person I spoke to on the phone seemed resistant to changing it but said she would speak with Brian.

s.13(1)

Thank you,

INGRID VALOU
Communications Specialist
C: 604 868 1990

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







From: ["James Raymond"](#)

To: ["Diamandiev, Slavi \(CA - British Columbia\)" <sdiamandiev@deloitte.ca>](#)

["Beaton, Douglas \ \(CA - British Columbia\)" <dbeaton@deloitte.ca>](#)

["Corner, Tom \ \(CA - British Columbia\)" <tcorner@deloitte.ca>](#)

CC: ["Tania Parisella" <TParisella@vancouvereconomic.com>](#)

["Ingrid Valou" <IValou@vancouvereconomic.com>](#)

Date: 10/19/2017 6:32:54 PM

Subject: Fw: [DELIVERY] News Release announcing submission of Amazon HQ2 & Key Messages

Let tania + Ingrid know any concerns from Deloitte's end asap pl

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: James Raymond <JRaymond@vancouvereconomic.com>

Sent: Thursday, October 19, 2017 8:30 PM

To: Ingrid Valou; Ian McKay

Cc: Tania Parisella; George PR Benson

Subject: Re: [DELIVERY] News Release announcing submission of Amazon HQ2 & Key Messages

Great job Ingrid!

s.13(1)

s.13(1)

s.13(1)

[James Raymond, Manager of Research & Analysis, Vancouver Economic Commission](#)

From: Ingrid Valou

Sent: Thursday, October 19, 2017 7:20 PM

To: Ian McKay

Cc: Tania Parisella; James Raymond; George PR Benson

Subject: [DELIVERY] News Release announcing submission of Amazon HQ2 & Key Messages

Hello Ian et al.

Attached is the draft news release/briefing document. Please advise if you feel I have missed or should omit anything, or if you have any comments to make on format. The key messages are also included therein.

Thank you for your patience,

INGRID VALOU

Communications Specialist

C: 604 868 1990

Suite 1500, 401 W. Georgia

Vancouver, BC V6B 5A1

[Website](#) | [Blog](#) | [Newsletter](#)



From: "Ingrid Valou"

To: "Tania Parisella" <TParisella@vancouvereconomic.com>

Date: 9/29/2017 10:56:52 AM

Subject: FW: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote

Attachments: BC Gov News - Province partners with local governments to help with wildfire recovery, take action on overdoses and build affordable housing for people.msg

What the Province sent me at 10:33.

INGRID VALOU

Communications Specialist

Vancouver Economic Commission

C: 604 868 1990

From: Li, Jessica P GCPE:EX [mailto:Jessica.P.Li@gov.bc.ca]

Sent: September-29-17 10:33 AM

To: Ingrid Valou <IValou@vancouvereconomic.com>

Subject: RE: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote

Hi Ingrid, we will send out a separate NR on this, not just the one that I sent to you earlier which had only a brief reference to the bid. Our editors are prepping it right now and I'll send it to you as soon as it's out. Thank you.

From: Ingrid Valou [mailto:IValou@vancouvereconomic.com]

Sent: Friday, September 29, 2017 8:37 AM

To: Li, Jessica P GCPE:EX

Subject: Fwd: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote

Hi Jessica,

Apologies—I did not get your email until just now. Thankfully I think most cities' workdays begin at 8:30am so we are still making reasonable time.

As I expressed before, I do not have any personal contacts at other cities but I did a little digging that will hopefully be helpful.

For Mayor Malcolm Brodie, I'd reach out to his EA in the Mayor's office, Deb Mackinnon. Unfortunately, I don't know who to contact at New West—I do not see any EAs listed. I would reach out to their communications department.

Richmond:

Executive Assistant to the Mayor: Deb MacKinnon

Phone: 604-276-4123

New Westminster:

Communications Department

Phone: [604-527-4688](tel:604-527-4688)

communications@newwestcity.ca

Hope this helps. Mayor Côté of New West has information listed there in the staff directory too, but perhaps it is worth trying the comms dept first.

New West Mayor & Council directory: https://www.newwestcity.ca/city_hall/contacts/index.php

Best regards,

Ingrid Valou
Communications Specialist
Vancouver Economic Commission
604.868.1990

From: Li, Jessica P GCPE:EX <jessica.p.li@gov.bc.ca>
Sent: Thursday, September 28, 2017 10:26 PM
Subject: Re: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote
To: Ingrid Valou <ivalou@vancouvereconomic.com>

Hi Ingrid, thank you for confirming it! Is there any way you can help us:

- Get quotes from New Westminster and Richmond? If we can get their quotes by 10am it'll still give us enough time to add to the NR.

- provide the communications/media person for New West and Richmond? We'll add their contact info to the NR too. I'll call the first thing in the morning and give them a heads up.

Thanks again,
Jess

And it

Sent from my iPhone

On Sep 28, 2017, at 5:02 PM, Ingrid Valou <IValou@vancouvereconomic.com<
<mailto:IValou@vancouvereconomic.com>>> wrote:

Hi Jessica,

Just so you know, it is a certainty that s.17(1) will be making contributions - the exact quantity or combination of cash & labour in lieu I cannot ascertain yet but I can assure you that much right now. It's been so busy this afternoon that it took a while to get even that much - thanks for your patience.

Warmly,

INGRID VALOU
Communications Specialist
Vancouver Economic Commission
C: 604 868 1990

From: Li, Jessica P GCPE:EX [<mailto:Jessica.P.Li@gov.bc.ca>]
Sent: September-28-17 2:21 PM
To: Ingrid Valou <IValou@vancouvereconomic.com<<mailto:IValou@vancouvereconomic.com>>>
Subject: RE: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote

Hi Ingrid,

Sorry I missed your call this afternoon. I have received your quote and incorporated your edit to this sentence, it now reads:

s.13(1)

It's with the Premier's Office for their review and approval, and they'll confirm a time for this release too. I'll keep you posted!

Thank you,
Jess

From: Ingrid Valou [<mailto:IValou@vancouvereconomic.com>]
Sent: Wednesday, September 27, 2017 4:53 PM
To: Li, Jessica P GCPE:EX
Subject: [Delivery] Provincial NR - Amazon HQ2 - VEC's quote

Hello Jessica,

Thanks for your patience! Please see the attached for Ian's quote in context (highlighted) and minor edits and suggested changes. The quote has been highlighted.

Would appreciate seeing the next draft as well after the other quotes & Surrey's insertion has been added.

Regards,

INGRID VALOU
Communications Specialist
C: 604 868 1990

Suite 1500, 401 W. Georgia
Vancouver, BC V6B 5A1

Website<<http://www.vancouvereconomic.com/>> | Blog<<http://www.vancouvereconomic.com/blog>> |
Newsletter<<http://www.vancouvereconomic.com/vec-lens-sign-up/>>

<image001.png><<https://twitter.com/vaneconomic>> [[https://prod9-files.acompli.net/attach?iid=AAMkADJiZDFmM2ZiLTBiYTAAtNDA2NC1iOGMxLWRjNjk4YTI4NGM3MgBGAAAAAAC8re2len6nSa6NcQDoPbY4BwAyEWBpseNmRKeP4onVVx88AAAA0C07AAB4qAbKYznEQJ_xPUNS5khYAAE3x1dpAAABEGaQAANR9QdRtA9PjUT9d2YphfM%3D&account_id=1](https://prod9-files.acompli.net/attach?iid=AAMkADJiZDFmM2ZiLTBiYTAAtNDA2NC1iOGMxLWRjNjk4YTI4NGM3MgBGAAAAAAC8re2len6nSa6NcQDoPbY4BwAyEWBpseNmRKeP4onVVx88AAAA0C07AAB4qAbKYznEQJ_xPUNS5khYAAE3x1dpAAA%3D&aid=AAMkADJiZDFmM2ZiLTBiYTAAtNDA2NC1iOGMxLWRjNjk4YTI4NGM3MgBGAAAAAAC8re2len6nSa6NcQDoPbY4BwAyEWBpseNmRKeP4onVVx88AAAA0C07AAB4qAbKYznEQJ_xPUNS5khYAAE3x1dpAAABEGaQAANR9QdRtA9PjUT9d2YphfM%3D&account_id=1)] <<https://www.facebook.com/VanEconomic>> [https://prod9-files.acompli.net/attach?iid=AAMkADJiZDFmM2ZiLTBiYTAAtNDA2NC1iOGMxLWRjNjk4YTI4NGM3MgBGAAAAAAC8re2len6nSa6NcQDoPbY4BwAyEWBpseNmRKeP4onVVx88AAAA0C07AAB4qAbKYznEQJ_xPUNS5khYAAE3x1dpAAABEGaQAANR9QdRtA9PjUT9d2YphfM%3D&account_id=1] <<https://www.linkedin.com/company/vancouver-economic-development-commission>>

<image004.png>

From: ["BC News On Demand GCPE:EX" <noreply.newsondemand@gov.bc.ca>](mailto:noreply.newsondemand@gov.bc.ca)

To: ["Li, Jessica P GCPE:EX" <Jessica.P.Li@gov.bc.ca>](mailto:Jessica.P.Li@gov.bc.ca)

Date:

Subject: BC Gov News - Province partners with local governments to help with wildfire recovery, take action on overdoses and build affordable housing for people

For Immediate Release
2017PREM0088-001646
Sept. 29, 2017

Office of the Premier

NEWS RELEASE

Province partners with local governments to help with wildfire recovery, take action on overdoses and build affordable housing for people

VANCOUVER - The British Columbia government is taking action to help communities deal with urgent challenges and partnering with local governments to make life better for people throughout B.C., Premier John Horgan announced today in a speech to the Union of BC Municipalities.

"Local governments are on the front lines of big challenges facing people and communities. But for too long they haven't been given the help they need," Horgan said. "We're listening and working in partnership with local leaders to find solutions and respond to urgent issues like wildfires, housing and the overdose crisis."

In his speech to UBCM, Horgan laid out concrete actions to save lives and deliver support to the front lines of the overdose crisis, focusing on public awareness, harm reduction, outreach, enforcement and help for people who need it the most. Horgan also committed to continued support for wildfire recovery and stepped-up delivery of safe, affordable housing for people, including the construction of 2,000 modular housing units around B.C.

The new government renewed its commitment to invest in transit and transportation, create jobs for people in traditional industries, like forestry and mining, and support further growth in the technology and innovation sector.

Horgan also pledged support for community bids for the new Amazon headquarters, and promised to make sure every region of B.C. shares in the opportunities of the emerging economy.

"We need to come together with all levels of government to support communities, create good jobs and help people when they need it most," Horgan said. "Our government is getting to work building a better B.C. and we're working with local governments to get it done."

Contact:

Jen Holmwood
Office of the Premier
250 818-4881

READ MORE <<http://news.gov.bc.ca/15495>>

Government Operations <<https://news.gov.bc.ca/sectors/government-operations>> , <<https://news.gov.bc.ca/ministries/office-of-the-premier>> Office of the Premier

From: "Corner, Tom \CA - British Columbia\" <tcorner@deloitte.ca>
To: "Shutsa, Christopher (CA - British Columbia)" <cshutsa@deloitte.ca>
"Khan, Farah \CA - British Columbia\" <farakhan@deloitte.ca>
CC: "James Raymond" <JRaymond@vancouvereconomic.com>
Date: 10/13/2017 8:05:35 PM
Subject: FW: Additional Information for Provincial Commitments
Attachments: Summary of Provincial Commitments feedback master Oct 13.docx

Hi team,

Please see #7 in the attached for inclusion tomorrow.

Best,

--

Tom Corner

Manager | Economics and Policy Advisory

Deloitte

2800 – 1055 Dunsmuir Street, 4 Bentall Centre, Vancouver, British Columbia, V7X 1P4, Canada

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From: Collier, David JTT:EX [mailto:David.Collier@gov.bc.ca]

Sent: Friday, October 13, 2017 3:09 PM

To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>

Cc: Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>;

Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>

Subject: RE: Additional Information for Provincial Commitments

Hi again Slavi,

Attached is the same sheet but with one new addition: #7 Identify Management. We think this is a pretty exciting offer to collaborate with Amazon and should be included.

Kindly confirm receipt when you're able.

Best, David

From: Collier, David JTT:EX

Sent: Friday, October 13, 2017 12:01 PM

To: 'Diamandiev, Slavi (CA - British Columbia)'

Cc: Krieger, Brian JTT:EX

Subject: RE: Additional Information for Provincial Commitments

Great!

Attached is a clean version that we are comfortable with.

Given the tight review schedule, it is best to stay with this language. Any changes to it will likely require me having to go back to the line Ministry responsible, which will take time.

Thanks,
David

From: Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]
Sent: Friday, October 13, 2017 11:55 AM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX
Subject: Re: Additional Information for Provincial Commitments

Yes I did, thank you David.

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services, Deloitte
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

On Oct 13, 2017, at 11:49 AM, Collier, David JTT:EX <David.Collier@gov.bc.ca> wrote:
[Hi Slavi,](#)

Checking in to make sure you received the update below to the Advanced Education piece.

Also, attached is info regarding the 114,000 affordable housing units as it relates to legislative approval.

David

From: Collier, David JTT:EX
Sent: Thursday, October 12, 2017 4:59 PM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

[Hi Slavi,](#)

Update attached from our friends at Advanced Education.

Best,
David

From: Collier, David JTT:EX
Sent: Thursday, October 12, 2017 12:53 PM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

[Hi Slavi,](#)

Minor edits from line Ministries attached. Everything else looks to be the same as what was initially provided.

Best,
David

From: Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]
Sent: Thursday, October 12, 2017 10:55 AM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Got it, thanks. Here is the revised summary with the additional information added for your review:

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Collier, David JTT:EX [<mailto:David.Collier@gov.bc.ca>]
Sent: Thursday, October 12, 2017 10:42 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>
Subject: RE: Additional Information for Provincial Commitments

The only change made was to the last paragraph in the Cascadia piece.

FROM:

Cascadia Innovation Corridor (JTT IBD)

The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation, especially in the technology sector. Framing Metro Vancouver and Seattle as one economic and innovation center increases the competitiveness and further strengthens the collective profiles of this world-class technology focused region. Supported by an annual conference, which alternates between cities, the initiative is focused on improving transportation linkages, research collaboration, and availability and flow of capital. A few recent successes include:

- Opening of a new British Columbia Trade and Investment Office in Seattle to help support B.C. tech exporters and Washington tech companies considering a presence in B.C.
- Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields
- Establishment of the Cascadia Innovation Network, which focuses on introducing start-ups to cross-border funding and support opportunities. Members include University of Washington, Oregon Health and Science University, Portland State University Business Accelerator, B.C.'s Innovation Boulevard, Accelerate Okanagan, and others

Looking forward....

Harbour Air and Kenmore Air are working together on a new seaplane route linking Seattle and Vancouver harbours. This will provide key project and leadership personnel with close proximity to Amazon's HQ1 in Seattle. The Government of British Columbia is supportive and is working closely with the Canadian Federal Government. A final announcement is expected later this year.

s.13(1), s.16

TO:

Cascadia Innovation Corridor (JTT IBD)

The Cascadia Innovation Corridor is a cross-border initiative that aims to bring the Vancouver and Seattle regions closer together to increase economic growth and innovation, especially in the technology sector. Framing Metro Vancouver and Seattle as one economic and innovation center increases the competitiveness and further strengthens the collective profiles of this world-class technology focused region. Supported by an annual conference, which alternates between cities, the initiative is focused on improving transportation linkages, research collaboration, and availability and flow of capital. A few recent successes include:

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- Collaboration between British Columbia Institute of Technology, Lake Washington Institute of Technology and Oregon Institute of Technology to jointly leverage applied education offerings in high-demand STEM fields
- Establishment of the Cascadia Innovation Network, which focuses on introducing start-ups to cross-border funding and support opportunities. Members include University of Washington, Oregon Health and Science University, Portland State University Business Accelerator, B.C.'s Innovation Boulevard, Accelerate Okanagan, and others

Looking forward...

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s.13(1), s.16

From: Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]
Sent: Thursday, October 12, 2017 10:38 AM
To: Collier, David JTT:EX
Subject: RE: Additional Information for Provincial Commitments

Hi David, thank you. Sorry to ask for this but can you flag the specific changes that were made from the original versions you sent us? We used the original write ups to develop the summary I sent you earlier today so we need to see what needs to be updated in it.

Thank you,

Slavi

Slavi Diamandiev
Economics Advisory Leader, Western Canada
Financial Advisory Services
D: 604-601-3461 | M: 778-386-0490
sdiamandiev@deloitte.ca | [LinkedIn Profile](#) | deloitte.ca

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From: Collier, David JTT:EX [<mailto:David.Collier@gov.bc.ca>]
Sent: Thursday, October 12, 2017 10:26 AM
To: Diamandiev, Slavi (CA - British Columbia) <sdiamandiev@deloitte.ca>

Cc: Corner, Tom (CA - British Columbia) <tcorner@deloitte.ca>; Beaton, Douglas (CA - British Columbia) <dbeaton@deloitte.ca>; Krieger, Brian JTT:EX <Brian.Krieger@gov.bc.ca>
Subject: RE: Additional Information for Provincial Commitments

Hi Slavi,

Attached are comments with regards to your first bullet (legislative approvals). I am still waiting on the housing affordability piece.

Also, you'll see that we have updated/softened the language for the Cascadia piece.

David

From: Collier, David JTT:EX
Sent: Wednesday, October 11, 2017 11:06 AM
To: 'Diamandiev, Slavi (CA - British Columbia)'
Cc: Corner, Tom (CA - British Columbia); Beaton, Douglas (CA - British Columbia); James Raymond
Subject: RE: Additional Information for Provincial Commitments

Hi Slavi,

Info attached regarding tax credits.

Regarding your first bullet. I have calls into the Ministries responsible for the incentives that indicate a new commitment.

David

From: Diamandiev, Slavi (CA - British Columbia) [<mailto:sdiamandiev@deloitte.ca>]
Sent: Tuesday, October 10, 2017 5:33 PM
To: Collier, David JTT:EX
Cc: Krieger, Brian JTT:EX; Corner, Tom (CA - British Columbia); Beaton, Douglas (CA - British Columbia); James Raymond
Subject: Additional Information for Provincial Commitments

Hi David,

We are doing a thorough check of the information we have against the specific language of the Amazon's RFP. There are two pieces of information for the provincial incentive package that we need to add:

- "A timetable for incentive approvals, including any legislative approvals that may be required"
- With respect to any tax credits, whether they are "refundable, transferable or may be carried forward for a specific period of time"

Would you be able to provide this information for the 9 incentives, please?

Thank you,

Slavi

Slavi Diamandiev
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<image001.png>

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