

October 19, 2017

Jeffrey P. Bezos  
CEO and Founder  
Amazon.com Inc.  
410 Terry Ave N  
Seattle, Washington 98109

Dear Mr. Bezos:

On behalf of Invest Atlanta, I am delighted to provide you with an overview of financial incentives and programs available to Amazon for the location HQ2 in the City of Atlanta. We are excited about the prospect of working with your team to support your company's growth in our city.

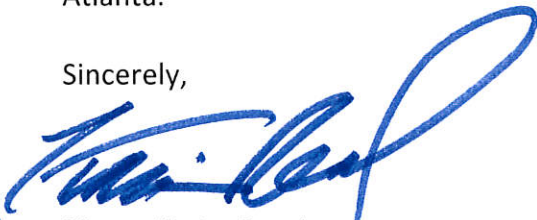
Atlanta has always been a place where anyone, no matter their background, can come and build their dreams. Thanks to our strong economy, high quality of life, and talented workforce, we are also a city where businesses large and small can thrive. We are an ascendant city, and with Amazon as a close partner moving forward, there is no limit to how high we can rise together.

Enclosed with this letter, we have provided a specific proposal related to available incentives and programs from Invest Atlanta, the City of Atlanta and our partners for this project. Separately, Invest Atlanta can also answer any questions related to doing business in the City of Atlanta in addition to the incentive information included with this letter.

Considering the \$5 billion capital investment, \$100,000 average wages and 50,000 new jobs detailed in your request for proposals, we are prepared to offer commitments to support the location of HQ2 in an amount ranging from \$796 million to \$1.8 billion depending on the site you ultimately choose in the City of Atlanta. All incentives listed in our proposal are subject to the completion of an application process, approval by the Invest Atlanta Board of Directors, the Atlanta City Council, availability of funds and/or a bond validation process.

We look forward to a successful partnership with Amazon and welcoming HQ2 to the City of Atlanta.

Sincerely,



Mayor Kasim Reed

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