RESOLUTION

Encouraging Amazon to choose the City of Philadelphia as the future home of HQ2.

WHEREAS On Thursday, September 7, 2017, Amazon announced that it is seeking to open a second company headquarters in North America (“Amazon HQ2”), and will conduct a comprehensive search to decide on the location; and

WHEREAS, the HQ2 campus will require up to 8 million square feet of new space, may entail more than $5 billion to build, and employ up to 50,000 new full-time employees in the years following commencement of operations; and

WHEREAS, Amazon issued a Request for Proposals for HQ2 highlighting specific requirements for an ideal site, including a metropolitan area of at least 1 million people; greenfield or infill space available to meet Amazon’s space needs in multiple phases; access to mass transit on site; close proximity to a major international airport; and a location able to attract and retain strong technical talent; and

WHEREAS, Philadelphia’s commercial and non-commercial real estate is more affordable than other cities in the U.S. comparable in size and density, and its cost of living is 20 percent less than other major metropolitan areas; and

WHEREAS, Philadelphia has the fastest millennial growth rate of any of the nation’s 10 largest cities with nearly 40 percent of 25-34 year olds holding a bachelor's degrees or higher, compared with the national average of 33 percent; and

WHEREAS, With 102 colleges and universities, the Greater Philadelphia region offers a diverse pool of highly-skilled, experienced experts, and young professionals, with 90,000 graduates each year; and

WHEREAS, Philadelphia is an international gateway, perfectly situated for business operations along the northeast corridor between Washington D.C. and New York, and with 40 percent of the United States population within 2 hours; and

WHEREAS, Philadelphia has a booming, diverse, and highly engaged startup ecosystem with over 65 incubators and coworking spaces and with growth in ed-tech, biotech, smart cities, fin-tech, including companies such as BioBots, Roar for Good, Revzilla, and Curalate; and

WHEREAS, With a strong public transit system, Philadelphia has one of the shortest commute times of large east coast communities; and

WHEREAS, Philadelphia International Airport is a major hub for American Airlines, and offers direct flights to Seattle, San Francisco, New York, Washington, D.C. and scores of other cities around the world; Philadelphia’s 30th Street Station is Amtrak’s third-busiest commuter station in the country, we have service from two Class I freight railroads, as well as robust regional mass transit passenger services from SEPTA and PATCO; our highway infrastructure, including I-95,
PA and NJ Turnpikes, I-76, Route 202 and more, provides great access for commuters and commercial distribution; and our Philadelphia Port is in the midst of implementing a massive growth plan, enhancing its current active import/export service; and

**WHEREAS,** Greater Philadelphia is home to the corporate headquarters of Comcast, Aramark, Urban Outfitters, Independence Blue Cross, FMC, Vanguard, SAP and AmerisourceBergen; and

**WHEREAS,** The members of Philadelphia City Council, working alongside the Kenney Administration, have shown leadership in improving government responsibility to Philadelphia’s business community through the creation of the Special Committee on Regulatory Reform whose sole purpose is to work with local businesses to streamline, update, and modernize the city’s business regulations; and

**WHEREAS,** Amazon is interested in investing in an area that is ripe for development, but also has existing buildings of at least 500,000 square feet or a green site of approximately 100 acres; and

**WHEREAS,** Philadelphia has a selection of parcels, both greenfield and infill, that would meet the criteria established by Amazon; and

**WHEREAS,** Philadelphia is a world-class city and the cradle of American democracy that has received national recognition for its diversity, affordability and quality of life, with must-see amenities including the art scene, restaurants, walkability, bike-friendly streets, outdoor recreation and public and green spaces; and

**WHEREAS,** Philadelphia has a longstanding commitment to issues of sustainability and the environment, outlined in *Greenworks: A Vision for a Sustainable Philadelphia.* The plan identifies ambitious goals on the topics of food and water, air, energy, climate, natural resources, transportation, waste, and civic engagement; and

**WHEREAS,** Philadelphia is also known for its rich history, vibrancy, affordability, job opportunities, diversity, culture, and nightlife; and

**WHEREAS,** Philadelphia makes a perfect destination for Amazon’s HQ2. Philadelphia has everything that Amazon might need to sustain, and expand its growth and success; and

**WHEREAS,** Philadelphia stands ready to support and display all the City has to offer to Amazon, and looks forward to the possibilities that a long and prosperous relationship between Philadelphia and Amazon can offer; now, therefore, be it

**RESOLVED,** That the Council of the City of Philadelphia urges Amazon to choose Philadelphia as the future home of HQ2 and stands ready to work with Amazon to ensure success for both their business and the people of Philadelphia.
**FURTHER RESOLVED,** That an engrossed copy of this Resolution be presented to Jeff Bezos, Founder, Chairman, President and CEO of Amazon as a sincere representation of the sentiments of this legislative body.

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<th>Blonde Reynolds Brown</th>
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LETTERS OF SUPPORT
September 14, 2017

Jeffrey P. Bezos
Founder and Chief Executive Officer
Amazon.com, Inc.
410 Terry Avenue North
Seattle, Washington 98109-5210

Dear Jeff:

Congratulations on Amazon’s tremendous growth and expansion! We are one of many regions across North America excited to learn about your plans to create a second headquarters. Collectively, we as business and civic leaders who work with and through our Chamber of Commerce for Greater Philadelphia, look forward to working with you and your team to provide facts and information about our region, make connections with our leaders, and ultimately welcome you to our neighborhood.

Based on the criteria of the RFP, there is no better community for Amazon’s HQ2 than Greater Philadelphia. Here is a closer look at why our collective neighborhood is the perfect place for your HQ2.

TALENT

With 104 colleges and universities – including your alma mater – our region offers the most densely populated concentration of higher education institutions in the world. Each year, our colleges and universities produce nearly 90,000 graduates. Combine this fact with our nearly 1,100 K through 12 schools, including award-winning STEM programs that are defining this new approach in primary education, and it’s no wonder that Greater Philadelphia provides one of the most diverse, creative, and highly educated labor pools in the world. In fact, nearly 35 percent of our residents hold bachelor’s degrees or higher, compared with the national average of 29 percent, and our college graduate retention rate has grown rapidly in recent years to an all-time high of 65 percent. With just over 6 million residents, and a workforce of 3.1 million, Amazon will have access to talent here for your executive suite, innovation offices, distribution centers, and everywhere in between.

MILLENNIAL GROWTH

Philadelphia’s millennial growth over the past decade is the highest of any of the nation’s 30 largest cities. It’s our world-class universities – Penn, Drexel, Temple, Villanova, Jefferson, Swarthmore, Haverford, Bryn Mawr, Princeton, Rowan, Rutgers, University of Delaware, and scores more – combined with our favorable cost of living, quality of life, career opportunities, affordability, walkability, bike-ability, mass transit infrastructure, diversity, culture, and more that have redefined Philadelphia as a fast-growing, dynamic, creative community that is attracting and retaining young, innovative residents every day.
TECH TALENT
We have a booming, diverse, and highly engaged startup ecosystem with growth in ed-tech, smart cities, fin-tech, and more. In addition to Amazon, which has multiple sites in this region, scores of the world’s leading companies call Greater Philadelphia home, including Vanguard, SAP, SEI, Comcast, Urban Outfitters, Boeing, Campbell’s Soup, QVC, Lockheed Martin, Dow DuPont, Capital One, and many more. These leaders create a clustering effect, and our community is home to numerous tech startups – including BioBots, Revzilla, and Curalate. Additionally, there are just over 65 incubators and co-working spaces providing the ingredients for innovation, collaboration, and growth.

FAVORABLE COST OF DOING BUSINESS
Our region offers one of the most cost-effective business environments among major U.S. metropolitan areas. Wages and salaries, office and industrial rentals, and the overall business cost index are all highly favorable as compared with peer cities. And we offer competitive and attractive job creation incentives that fit perfectly with the Amazon HQ2 Project.

UNPARALLELED ACCESS & PROXIMITY
Greater Philadelphia is the gateway to the global marketplace, offering unprecedented infrastructure – which includes air, rail, water, highway, and fiber-optic – that allows easy access and distribution to your national and global customers. In fact, 40 percent of the U.S. population is reachable within two hours, and 60 percent of the population in North America is reachable within one day of Greater Philadelphia. Specifically, Philadelphia International Airport is a major hub for American Airlines, and offers direct flights to Seattle, San Francisco, New York, Washington, D.C., and scores of other cities around the world (500+/- flights depart PHL every day); Philadelphia’s 30th Street Station is Amtrak’s third-busiest station in the country, we have service from two Class I freight railroads, as well as robust regional mass transit passenger services; our highway infrastructure, including I-95, PA and NJ Turnpikes, I-76, Route 202 and more, provides great access for commuters and commercial distribution; and our Philadelphia Port is undergoing a massive growth plan, enhancing its current active import/export service. And our proximity along the East Coast provides exceptional access to the world’s financial center in New York and America’s legislative and regulatory leaders in the Washington, D.C. region.

UNIQUE SPIRIT OF COLLABORATION AND INNOVATION
There is something special about our business community that inspires a coming together rarely seen in other regions. We work together not because we have to, but because we want to, knowing that our collaborative style will produce results that benefit all. This spirit is captured in the recent U.S. regulatory approval of the world’s first genetically engineered immune therapy, a T-cell treatment for pediatric leukemia developed at the University of Pennsylvania in collaboration with Children’s Hospital of Philadelphia and Novartis. It’s fitting that the U.S. Food and Drug Administration referred to their endorsement of this new gene therapy as a “historic action,” considering that Philadelphia is home to major milestones in medical research and life sciences. Our approach is rooted in the founding of our country and aligns well with Amazon’s
Leadership Principles. Our region is home to more than 25 Fortune 1,000 companies and boasts a gross regional product of $432 billion, positioning us among the top three metropolitan areas across the Northeast United States. We want Amazon to be part of this dynamic community.

TRANSFORMATIONAL REAL ESTATE PROJECTS
Greater Philadelphia is undergoing a renaissance with development projects at The Navy Yard, Schuylkill Yards, uCity Square, Market East, King of Prussia, Camden, NJ, and downtown Wilmington, DE among other locations that are transforming our community and welcoming new employers and employees every day.

EXCELLENT QUALITY OF LIFE
The cost of living here is nearly 20 percent less than in most major metropolitan regions. We have the lowest housing cost of large East Coast communities and one of the shortest commute times. Fueled by our rich arts and culture assets, exciting culinary scene, recreational offerings, beautiful and lively neighborhoods, and easy access to the beaches of Delaware and New Jersey and the mountains of Pennsylvania, Greater Philadelphia is recognized globally as a destination to not only visit, but also to establish and grow a business, and to live, work, play, create, innovate, and raise a family.

We in Greater Philadelphia share Amazon’s customer-centric approach, passion for invention, commitment to operational excellence, and long-term thinking. Please come visit us so you can feel firsthand the energy and vibrancy that defines our community. Our team will follow up with your office to explore this possibility, and if you have questions in the meantime, please connect directly with Matt Cabrey of our Chamber’s Select Greater Philadelphia Council (215 790 3727) or Rob Wonderling of our Chamber (215 790 3666).

Thank you for your consideration, and we look forward to meeting with you, providing a tour of our region, and introducing you to business and civic leaders across our community who can help answer questions, offer facts, and welcome you and your Amazon colleagues to our Greater Philadelphia neighborhood of northern Delaware, southern New Jersey and southeastern Pennsylvania.

Yours sincerely,

Timothy J. Abell  
President  
Firstrust Bank

Renee Amoore  
President & CEO  
The Amoore Group

Hyung J. Bak  
VP, Group General Counsel & Secretary  
Amerisource Bergen Corporation

Stephen S. Aichele, Esq.  
Partner  
Saul Ewing LLP

Michael Araten  
President & CEO  
K’NEX Brands, L.P.

Anthony S. Bartolomeo  
President & CEO  
Pennoni Associates Inc.

Donna L. Allie  
President & Founder  
Team Clean, Inc.

Bruce D. Armon, Esq.  
Office Managing Partner  
Saul Ewing LLP

Madeline Bell  
President & CEO  
Children’s Hospital of Philadelphia

Dario C. Alteiri, M.D.  
President & CEO  
The Wistar Institute

Mary Stengel Austen  
President & CEO  
Tierney

Ramla Benaissa, Ph.D., AIA, LEED AP  
Founder & Principal  
Ramla Benaissa Architects
Varsovia Fernandez
SVP & Philadelphia Market Leader
Customers Bank

Daniel K. Fitzpatrick, CFA
President, PA / NJ / DE
Citizens Bank

Eric J. Foss
Chairman, President & CEO
Aramark

Margaret Foti, Ph.D., M.D. (h.c.)
CEO
American Association of Cancer Research [AACR]

Christopher H. Franklin
President & CEO
Aqua America, Inc.

Joseph A. Frick
Vice Chairman & Managing Partner
Diversified Search

John A. Fry
President
Drexel University

Gregory Gatta
CEO
Philadelphia Energy Solutions LLC

Donald Generals, Jr.
President
Community College of Philadelphia

Mike Gerber
EVP, Administration, Corporate Development & Public Affairs
FS Investments

Christopher Gheyssens
President & CEO
Wawa

Peter Gonzales
President & CEO
Welcoming Center for New Pennsylvanians

John Grady
President
Philadelphia Industrial Development Corporation [PIDC]

Julie Coker Graham
President & CEO
Philadelphia Convention & Visitors Bureau

Francine Friedman Griesing
Managing Member
Griesing Law, LLC

Amy Gutmann, Ph.D.
President
University of Pennsylvania

Janet Haas, M.D.
Chair
William Penn Foundation

Phoebe L. Haddon, J.D., LL. M.
Chancellor
Rutgers University-Camden

Wendy Hamilton
General Manager
Sugar House Casino

William P. Hankowsky
Chairman, President & CEO
Liberty Property Trust

Patrick T. Harker, Ph.D.
President & CEO
Federal Reserve Bank of Philadelphia

Ric Harris
President & General Manager
NBC10 and Telemundo62

Patricia Hasson
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CLARIFI

Michael J. Heller, Esq.
CEO
Cozen O’Connor

Nancy Hesse
Interim President & CEO
Cancer Treatment Centers of America at Eastern Regional Medical Center

Daniel J. Hilferty
President & CEO
Independence Blue Cross

Michael B. Hill
Managing Partner
Synterra, Ltd./Synterra Partners

Thomas J. Holt, Jr.
Owner
Holt Logistics Corp.

Ali Houshmand, Ph.D.
President
Rowan University

Renée Cardwell Hughes
CEO
American Red Cross
Southeastern Pennsylvania

Susan Jacobson
President
Jacobson Strategic Communications

Richard Jasper
President & CEO
Compliance Management International

Philip P. Jaurique
Chairman & CEO
Sabre Systems, Inc.

Reverend Kevin R. Johnson
President & CEO
Philadelphia OIC

LeRoy E. Jones
CEO
GSI Health, LLC

Robert D. Kane
Market President, EPA/SNJ
KeyBank

Alan J. Kaplan
President & CEO
Kaplan Partners

Andrew C. Kassner
Chairman
Drinker Biddle & Reath LLP

Gregory A. Kelly, PE
President & CEO, US & Latin America
WSP USA

Tony Kindness
Co-Founder
AYC Media

Kathleen P. Kinslow, CRNA, EdD, MBA
President & CEO
Aria Health
Stephen K. Klasko, M.D., MBA
President & CEO
Thomas Jefferson University & Jefferson Health

Mark A. Kleinschmidt
President
New Castle County Chamber of Commerce

Richard A. Knowles
SVP & General Manager
SAP America, Inc.

Keith Leaphart, D.O., MBA
President & CEO
Replica Global, LLC

Timothy W. Levin, Esq.
Philadelphia Office Managing Partner
Morgan, Lewis & Bockius LLP

William Levis
President & COO
PSEG Power

Meryl Levitz
President & CEO
Visit Philadelphia

David H. Lipson, Jr.
Chairman & CEO
Philadelphia Magazine; MetroCorp Content Studio

John J. “Jack” Lynch III
President & CEO
Main Line Health

Todd J. MacKenzie
SVP, Communications & Public Affairs
Aramark

Garry Maddox
President & CEO
A. Pomerantz & Co.

William J. Marrazzo
President & CEO
WHYY, Inc.

Joseph W. "Chip" Marshall III
Vice Chairman
Stevens & Lee | Griffin Financial Group

William Marvin
CEO
InstaMed

Sharmain Matlock-Turner
President & CEO
Urban Affairs Coalition

Ashley A. McEvoy
Company Group Chairman
Vision Care, Johnson & Johnson

Jami Wintz McKeon
Chairman
Morgan, Lewis & Bockius LLP

F. William McNabb, III
Chairman & CEO
Vanguard

Robert J. McNeill, Jr.
Managing Partner,
Greater Philadelphia Region
Deloitte LLP

John J. McNichol
President & CEO
Pennsylvania Convention Center Authority (PCCA)

Diane Melley
VP, Global Citizenship Initiatives
IBM

Joseph G. Meterchick
Regional President (PHL, DE, SNJ)
PNC Bank

Richard P. Miller
President & CEO
Virtua

Scott B. Mirkin
President & Executive Producer
ESM Productions

Judith L. Mondre
President
Mondre Energy, Inc.

Stevenongiardo
Executive Director
Merck & Co., Inc.

David P. Montgomery
Chairman
The Philadelphia Phillies

Edward A. Montgomery
VP, Relationship Management
United Way of Southeastern Pennsylvania

Mark Nickolich
CEO
Braskem America

Gregory M. Nuzzo
President
South Jersey Energy Group

Denis O’Brien
SEVP, Exelon Corp. & CEO,
Exelon Utilities
Exelon

John Otte
President
PROCONEX, Inc.

Robert W. Owens
President & CEO
Sunoco LP

John Page
President, Wells Fargo Complex
Comcast Spectacor

Michael K. Pearson
President & CEO
Union Packaging, LLC

Raymond J. Pennacchia
SVP
NovaCare Rehabilitation

Angelo R. Perryman
President & CEO
Perryman Building and Construction Services

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Chairman
Montgomery McCracken Walker & Rhoads LLP

Robert M. Poliseno
SVP, Regional Executive Officer
Chubb

Bernie Prazenica
President & General Manager
WPVI-TV 6

Nicole Pulled-Ross
Managing Director, Mid-Atlantic
Goldman Sachs & Co.

Ronald R. Rabena
Division President
Allied Barton Security Services
Ajay Raju, Esq.
CEO & Co-Chairman
Dilworth Paxson LLP

John B. Sherlock
President, CEO for the
Pennsylvania Operations
Willis North America

Pedro A. Ramos
President & CEO
Philadelphia Foundation

Evelyn F. Smalls
President & CEO
United Bank of Philadelphia

Siobhan A. Reardon
President & Director
The Free Library of Philadelphia

Don Smolenski
President
Philadelphia Eagles

Tim Reeves
Principal
Allen & Gerritsen

John J. Soroko, Esq.
Chairman & CEO
Duane Morris LLP

Lori F. Reiner, CPA
Partner-in-Charge, Philadelphia
Eisner Amper, LLP

John Spagnola
Managing Partner
PFM Group

Paul D. Ridder
President
Tasty Baking Company

Manuel Stamatakis
President & CEO
CME Benefits Consulting

RoseAnn B. Rosenthal
President & CEO
Ben Franklin Technology Partners

Virginia G. Susini
AVP
PNC Wealth Management

Ronald Rubin
Executive Chairman
Pennsylvania Real Estate
Investment Trust

Susanne Svizeny
EVP & Division Manager
Wells Fargo Commercial Banking Group

William R. Sasso, Esq.
Chairman
Stradley Ronon

Gerard H. Sweeney
President & CEO
Brandywine Realty Trust

Timothy C. Scheve
President & CEO
Janney Montgomery Scott LLC

Stephen S. Tang
President & CEO
University City Science Center

Jay H. Shah
CEO
Hersha Hospitality Trust

Nicole J. Tranchitella
Managing Director,
Philadelphia Metro Region
Accenture

Narashima B. Shenoy
President & CEO
Asian American Chamber of Commerce of Greater Philadelphia

Daniel R. Tropeano
CEO
UnitedHealthcare of Pennsylvania & Delaware

Molly D. Shepard
President & CEO
The Leader’s Edge

Manuel Trujillo
President
Swain Techs

Paul Tufano
President & CEO
AmeriHealth Caritas

Richard Vague
Managing Director
Gabriel Investments

Judith M. von Seldeneck
Chairman & CEO
Diversified Search

John L. Walsh, Jr.
President & CEO
UGI Corporation

Jeffrey Warmann
President & CEO
Monroe Energy, LLC

Joan Waters
CEO
COFCO Office Furnishings

Michael E. West, CPA, MBA
CEO
The Rothman Institute

Craig E. White
President & CEO
Philadelphia Gas Works

Barton J. Winokur, Esq.
Partner
Dechert LLP

Robert C. Wonderling
President & CEO
The Chamber of Commerce for Greater Philadelphia

Richard D. Wood, III
Director of Government Relations and Sustainability
WAWA, Inc.

David Yadgaroff
SVP, Philadelphia Market Manager
CBS Radio

Harold L. Yoh, III
Chairman & CEO
Day & Zimmermann

Stephanie T. Zarrilli
President & CEO
Safeguard Scientifics, Inc.

CC: James F. Kenney, Mayor, City of Philadelphia
John Schoettler, Vice President, Global Real Estate and Facilities, Amazon
October 16, 2017

Jeffrey P. Bezos
Founder and Chief Executive Officer
Amazon.com, Inc.
410 Terry Avenue North
Seattle, Washington 98109-5210

Dear Mr. Bezos:

As leaders of our respective counties across Greater Philadelphia, we encourage you and your team to establish Amazon HQ2 within our collective community. The collaborative process we have engaged in as we have reviewed the criteria for this project has enhanced even more how we work in unison as a dynamic, diverse, and interconnected neighborhood made up of 11 counties across three states.

While several responses from our region to the Amazon HQ2 RFP may be submitted to your team for consideration, please know that we each will support completely the site(s) within our 11-county region of northern Delaware, southern New Jersey, and southeastern Pennsylvania that you and your team determine is the best fit for HQ2. As a community, we are excited to showcase for you the creative, innovative, and distinctive assets that make Greater Philadelphia the perfect place for Amazon HQ2.

Thank you for your consideration, and we look forward to meeting with you and your team to provide tours and answer questions as together we help deliver on your vision for the next chapters of Amazon.com’s dynamic growth.

Sincerely yours,

Northern Delaware
Matt Meyer
County Executive
New Castle County, DE

Janet Kilpatrick
Councilwoman
New Castle County, DE

Robert S. Weiner
Councilman
New Castle County, DE

Southern New Jersey
Bruce Garganio
Freeholder Director
Burlington County, NJ

Kate Gibbs
Freeholder Deputy Director
Burlington County, NJ

Linda Hughes
Freeholder
Burlington County, NJ

Ryan Peters
Freeholder
Burlington County, NJ

Latham Tiver
Freeholder
Burlington County, NJ

Southern New Jersey

Dana Redd
Mayor
City of Camden, NJ

Louis Cappelli, Jr.
Freeholder Director
Camden County, NJ

Edward T. McDonnell
Freeholder Deputy Director
Camden County, NJ
Susan Shin Angulo  
Freeholder  
Camden County, NJ

William F. Moen, Jr.  
Freeholder  
Camden County, NJ

Jeffrey L. Nash  
Freeholder  
Camden County, NJ

Carmen G. Rodriguez  
Freeholder  
Camden County, NJ

Jonathan L. Young, Sr.  
Freeholder  
Camden County, NJ

Brian M. Hughes  
County Executive  
Mercer County, NJ

Pasquale “Pat” Colavita, Jr.  
Freeholder Chair  
Mercer County, NJ

Ann M. Cannon  
Freeholder  
Mercer County, NJ

John A. Cimino  
Freeholder  
Mercer County, NJ

Samuel T. Frisby  
Freeholder  
Mercer County, NJ

Andrew Koontz  
Freeholder  
Mercer County, NJ

Anthony S. Verrelli  
Freeholder  
Mercer County, NJ

Lucylle R.S. Walter  
Freeholder  
Mercer County, NJ

Robert M. Damminger  
Freeholder Director  
Gloucester County, NJ

Giuseppe (Joe) Chila  
Deputy Freeholder Director  
Gloucester County, NJ

Lyman Barnes  
Freeholder  
Gloucester County, NJ

Daniel Christy  
Freeholder  
Gloucester County, NJ

Frank DiMarco  
Freeholder  
Gloucester County, NJ

Jim Jefferson  
Freeholder  
Gloucester County, NJ

Heather Simmons  
Freeholder  
Gloucester County, NJ

R. Scott Griscom  
Freeholder  
Salem County, NJ

Douglass H. Painter  
Freeholder  
Salem County, NJ

Lee R. Ware  
Freeholder  
Salem County, NJ

Southeastern Pennsylvania

Charles H. Martin  
Commissioner Chairman  
Bucks County, PA

Robert G. Loughery  
Commissioner Vice Chairman  
Bucks County, PA

Diane M. Ellis-Marseglia, LCSW  
Commissioner  
Bucks County, PA

Michelle H. Kichline  
Commissioner, Chair  
Chester County, PA

Kathi Cozzone  
Commissioner Vice Chair  
Chester County, PA

Terence Farrell  
Commissioner  
Chester County, PA

Mario J. Civera Jr.  
Councilman, Chair  
Delaware County, PA

Colleen P. Morrone  
Councilwoman, Vice Chair  
Delaware County, PA
Michael Culp  
Councilman  
Delaware County, PA

John P. McBlain  
Councilman  
Delaware County, PA

David J. White  
Councilman  
Delaware County, PA

Dr. Valerie Arkoosh  
Commissioner, Chair  
Montgomery County, PA

Kenneth E. Lawrence  
Commissioner, Vice Chair  
Montgomery County, PA

Joseph C. Gale  
Commissioner  
Montgomery County, PA

James F. Kenney  
Mayor  
City of Philadelphia, PA

Darrell L. Clarke  
Councilman, President  
City of Philadelphia, PA

Cindy Bass  
Councilwoman  
City of Philadelphia, PA

Jannie Blackwell  
Councilwoman  
City of Philadelphia, PA

Allan Domb  
Councilman  
City of Philadelphia, PA

Derek S. Green  
Councilman  
City of Philadelphia, PA

Bill Greenlee  
Councilman  
City of Philadelphia, PA

Helen Gym  
Councilwoman  
City of Philadelphia, PA

Bobby Henon  
Councilman  
City of Philadelphia, PA

Kenyatta Johnson  
Councilman  
City of Philadelphia, PA

Curtis Jones, Jr.  
Councilman  
City of Philadelphia, PA

David Oh  
Councilman  
City of Philadelphia, PA

Brian J. O’Neill  
Councilman  
City of Philadelphia, PA

Cherelle Parker  
Councilwoman  
City of Philadelphia, PA

Maria Quiñones-Sanchez  
Councilwoman  
City of Philadelphia, PA

Blondell Reynolds Brown  
Councilwoman  
City of Philadelphia, PA

Mark Squilla  
Councilman  
City of Philadelphia, PA

Al Taubenberger  
Councilman  
City of Philadelphia, PA
October 16, 2017

Jeffrey P. Bezos
Founder and Chief Executive Officer
Amazon.com, Inc.
410 Terry Avenue North
Seattle, Washington 98109-5210

Dear Jeff:

As leaders of Greater Philadelphia’s colleges and universities, we represent extraordinarily diverse institutions, all committed to creating the next generation of curious, dynamic and productive citizens. We are all change agents for the students we serve, for our Greater Philadelphia region and for employers like Amazon that shape our students’ futures.

We form a tightly knit and collaborative ecosystem, not only among ourselves but also alongside the Greater Philadelphia region’s government agencies, business communities, and broader citizens. Our students develop a loyalty to our region and its purposeful, innovative character. They are diverse, ambitious and bold, relentless in their pursuit of impact. They are Amazon’s future — as innovative leaders, stakeholders and consumers — and Amazon’s future is here.

**EXPLOSIVE TALENT GROWTH ACROSS THE REGION**

Greater Philadelphia is educating more people than any other metro region in the world with over 520,000 students enrolled in post-secondary programs during the 2015–16 academic year. Across our more than 100 institutions, we grant more than 90,000 degrees annually, increasingly in STEM related subjects. Between the 2010 and 2016 academic years, our region experienced a 37% increase in STEM related degrees granted overall, with a 48% growth specifically in computer and information science degrees. Our region ranks 7th in the nation in the number of STEM related degrees granted annually. Enrollment, graduation and retention rates are all rising in our region, with 64% of Greater Philadelphia region college graduates staying in Philadelphia. Among non-native students, that number has increased 76% from 2004–2014 to 51% of non-native graduates staying in Philadelphia.

Our pride for Greater Philadelphia extends into the communities around us as we are dedicated partners for K-12 schools across the region. Through pioneering partnerships, we ensure that all students have access to quality STEM education, producing one of the most robust pipelines of future STEM professionals. From nationally recognized and award-winning programs across our community where students can graduate with an associate’s degree after four years of high school, or receive an International Baccalaureate Diploma to new schools focused on aviation, supply chain and logistics, we are weaving STEM into the fabric of our region’s identity.

**ACADEMIC PROGRAMS THAT PROACTIVELY ADDRESS INDUSTRY NEEDS**

As members of the Greater Philadelphia local economy as well as the broader global economy, we recognize the importance of preparing our graduates to tackle difficult and constantly changing issues. Our institutions collaborate with global, national and regional businesses to understand the
challenges they face and to educate our students to develop creative yet practical solutions. Renowned universities across Greater Philadelphia offer dynamic, engaging programs, including entrepreneurial curricula that emphasize innovative approaches to business solutions, and cutting edge cooperative education and internship programs that allow more than 5,000 students annually to work full-time on-site with businesses. In company-led cases and competitions brought into the classroom, students can apply theory to tangible business needs. Students are pursuing new majors and graduate degrees in data analytics, data science, cyber security, environmental engineering and sustainability, and others. Students in all programs, from vocational to doctoral, can access ongoing career and technical boot camps and certificate programs in focused subjects, including those tailored to individual employer needs. We offer a program for every type of student in our Greater Philadelphia community, ensuring that we are maximizing each individual’s potential to thrive.

PARTNERSHIPS THAT INSPIRE A NEW LEVEL OF INNOVATION

While our students engage regularly in the world beyond campus, we also bring the outside world to our campuses through strategic partnerships that spark true transformation. We invite executives and experts at regional corporations to collaborate with our faculty to conduct cutting-edge research. Our institutions house incubators and entrepreneurial centers that spin off some of the region’s most successful businesses. Global employers engage with our students through academic and non-academic events, from hackathons to sporting events. At an institutional level, Philadelphia is home to the world’s largest college hackathon, and at universities across the region, there are co-working, lab, and office spaces, including a drone cage to propel forward the world’s next delivery solution. These and other novel programs exemplify how our institutions are committed to serving as engaged, productive partners with Amazon. In a region rich with firsts — home to the first U.S. Capital, hospital, bank, school of pharmacy, computer, stock exchange, and business school in America — innovation is in our institutions’ and thus in our students’ DNA.

Our region’s higher education institutions strike the right balance of broad scale and strategic focus to propel our students and our surrounding Greater Philadelphia community into something extraordinary. Most importantly, like our students, we are continuously learning and finding ways to improve our impact in our region and beyond. We know Amazon is already traveling thousands of miles annually to recruit our students. We invite you to join our community, be our partner, and create your future in your new home here in Greater Philadelphia.

Yours sincerely,

Dr. Brenda A. Allen
President
Lincoln University

Dr. Eric J. Barron
President
The Pennsylvania State University

Johny Arellano
Campus President
Brightwood Career Institute, Philadelphia

Kimberly Benston, Ph.D.
President
Haverford College

Dennis N. Assanis, Ph.D.
President
University of Delaware

L. Joy Gates Black, Ed.D.
President
Delaware County Community College

Brian G. Blair
President
Bryn Athyn College of the New Church

Dr. S. Brock Blomberg
President
Ursinus College

Dr. Dr. David Brigham
President & CEO
Pennsylvania Academy of the Fine Arts
Hank Brown  
Interim President  
Arcadia University

Joe Capebianco  
Campus Director  
University of Phoenix

Kimberly W. Cassidy, Ph.D.  
President  
Bryn Mawr College

Colonel John C. Church, Jr., USMCR (Ret)  
President  
Valley Forge Military Academy and College

Elizabeth Conde-Frazier, Ph.D.  
Dean & VP of Education  
Esperanza College of Eastern University

Dr. Eric Darr  
President  
Harrisburg University of Science and Technology

Deanne Horner D’Emilio, J.D.  
President  
Gwynedd Mercy University

Dr. Jon Jay DeTemple, Ph.D.  
President  
Harcum College

Roberto Diaz  
President  
Curtis Institute of Music

Joseph Digironimo  
Director  
Jna Institute of Culinary Arts

Chris E. Domes, Ed.D.  
President  
Neumann University

Reverend Peter M. Donohue, O.S.A.  
President  
Villanova University

Dr. Robert Duffett  
President  
Eastern University

Richard M. Englert, Ed.D.  
President  
Temple University

Dr. Jay S. Feldstein  
President & CEO  
Philadelphia College of Osteopathic Medicine

Damian J. Fernandez, Ph.D.  
Chancellor  
Penn State Abington - The Pennsylvania State University

Dr. Christopher Fiorentino  
President  
West Chester University of Pennsylvania

Cecelia Fitzgibbon  
President  
Moore College of Art & Design

Maria Gallo  
President  
Delaware Valley University

Donald “Guy” Generals, Ed.D.  
President  
Community College of Philadelphia

Amy Gutmann, Ph.D.  
President  
University of Pennsylvania

Phoebe A. Haddon, J.D., LL.M.  
Chancellor  
Rutgers University - Camden

Bashar W. Hanna, Ph.D.  
President  
Bloomsburg University

Colleen M. Hanyecz, Ph.D.  
President  
La Salle University

Dr. LaVerne T. Harmon  
President  
Wilmington University

John Hayden  
President  
Antonelli Institute

Rabbi Erin Hirsh  
Interim President  
Gratz College

Dr. Sharon Latchaw Hirsh  
President  
Rosemont College

Ali A. Houshmand, Ph.D.  
President  
Rowan University

Frank A. James III, Ph.D., DPhil  
President and Professor of Historical Theology  
Biblical Theological Seminary

Robert Kane  
President  
Art Institute of Philadelphia

Paul Katz, M.D.  
President  
University of the Sciences

Harvey Kesselman, Ed.D.  
President  
Stockton University

Bokin Kim  
President  
Won Institute of Graduate Studies

Stephen K. Klasko, M.D.  
President & CEO  
Thomas Jefferson University and Jefferson Health

Barbara Lettiere  
President  
Immaculata University

Bill Lynch, MBA  
Campus President  
Orleans Technical College

James J. Mergiotti  
President & CEO  
Peirce College
Dr. Michael Mittelman  
President  
Salus University

James A. Nemes, D.Sc.  
Chancellor  
Penn State Great Valley - The Pennsylvania State University

Alfred W. Parcells, Jr.  
School Director  
Pennco Tech

Jonathan Peri  
President  
Manor College

Kevin Pollock, Ph.D.  
President  
Montgomery County Community College

Dr. George Pruitt  
President  
Thomas Edison State University

Mark C. Reed, Ed.D.  
President  
Saint Joseph’s University

Ryan Sagers  
Philadelphia Metro President  
DeVry University

Stephanie Shanblatt, Ph.D.  
President  
Bucks County Community College

John Douglas Simon  
President  
Lehigh University

Valerie Smith  
President  
Swarthmore College

Stephen Spinelli, Jr., Ph.D.  
Chancellor  
Thomas Jefferson University

Jeremiah Staropoli  
President  
Hussian College School of Art

Donald B. Taylor, Ph.D.  
President  
Cabrini University

Lewis Evitts Thayne, Ph.D.  
President  
Lebanon Valley College

Carol Jean Vale, SSJ, Ph.D.  
President  
Chestnut Hill College

Aaron A. Walton  
Interim President  
Cheyney University

Dr. Karen M. Whitney  
Interim Chancellor  
Pennsylvania’s State System of Higher Education

Todd J. Williams, Ph.D.  
President  
Cairn University

Julie E. Wollman, Ph.D.  
President  
Widener University

Kristin R. Woolever, Ph.D.  
Chancellor  
Penn State Brandywine Campus - The Pennsylvania State University

Dr. David Yager  
President  
The University of the Arts
October 13, 2017

The Honorable James Kenney
Mayor of Philadelphia
Office of the Mayor
City Hall, Office 215
Philadelphia, PA 19107

Dear Mayor Kenney:

The National Railroad Passenger Corporation Passenger Corporation ("Amtrak"), is pleased to support the City of Philadelphia’s ("City") bid for Amazon’s next headquarters in the Philadelphia metropolitan region.

For the past three years, Amtrak has been working with the City to evaluate the commercial development potential for its landholdings in the 30th Street Station area some 60 acres in all. We recognize the 30th Street Station area may be of interest to Amazon as it considers sites for its future space needs.

Amtrak is deeply interested in the success of the City and the region as a whole, and as such pledges its cooperation with the City in the pursuit of the City’s proposal to attract the next Amazon headquarters in the Philadelphia region.

Sincerely,

[Signature]

Bart Bush
Vice President
Real Estate, Stations & Facilities

Cc: Stephen Gardner
October 4, 2017

Amazon Corporate Office
Headquarters HQ
1516 Second Avenue
Seattle, Washington 98101

Re: Amazon HQ2

Dear Amazon:

Buchanan Ingersoll & Rooney is a national law firm with over 500 attorney and
government relations professionals. We are proud that Philadelphia is our second largest office
and the home of our CEO.

Philadelphia is an awaking giant, perfectly situated midway within the DC and NY
corridor. Philadelphia has long been the host city for a large number of high quality educational
institutions and has recently obtained long overdue recognition as an innovative leader in higher
education, precision medicine, logistics, technology and maritime trade. Philadelphia is no
longer just one of the very best tourist destinations in America, it also boasts a first class young
diverse employment pool and a vibrant and growing residential life within its downtown and
surrounding neighborhoods. Our transit system and bike friendly approach enhance the vibrancy
and livability of our city. Cranes are everywhere, young people are moving here in droves and
our city’s success and growth has not been an accident, it has been achieved through the hard
work and collaboration of our business community and local government. Like the vibrancy that
has grown within Philadelphia, its government and business leaders are motivated and speak
through action, not words, to make Philadelphia an excellent place to both work and live. Our
firm has been the beneficiary of Philadelphia’s vibrant and diverse work force and I know our
employees all take great pride in bringing that famous Philadelphia passion to work every day.
We are fortunate to be in such a special livable city with its genuine yet tenacious spirit.

Very truly yours,

[Signature]
Joseph A. Dougherty
CEO, Managing Director and Chairman of the Board

JAD/kf
Mr. Jeff Bezos  
Chairman and CEO  
Amazon.com Inc.  
410 Terry Avenue North  
Seattle, Washington 98109

Dear Mr. Bezos:

We are writing representing Pennsylvania’s more than 360 postsecondary institutions. As you work to decide upon a location for Amazon’s second corporate headquarters, we would like to share why we in the higher education community feel Pennsylvania would be the best choice for your company.

We see firsthand the important role that the diversity and attractiveness of the commonwealth plays in bringing students and employees from across the United States and around the world to Pennsylvania each year. The commonwealth offers thriving urban areas, suburban neighborhoods, and small towns, all of which are filled with history and culture. We understand the importance of opportunities outside of home and work as well. Pennsylvania is home to over one hundred state parks, world class museums and restaurants, and professional sports teams.

Pennsylvania’s postsecondary institutions are just as diverse as the commonwealth itself. Our schools are a unique mix of public and private universities, vocational schools, community colleges, liberal arts and research institutions. Our graduates make up one of the most talented and highly skilled workforces in the nation because of the experiences they have with talented faculty, through internships and externships, and by engaging in research. We are committed to ensuring that Pennsylvania’s workforce pipeline is filled with employees who are critical thinkers, problem solvers, communicators and innovators—the exact mix of individuals that Amazon needs to navigate a global economy.

Last month, US News & World Report released their annual ranking of the nation’s colleges and universities. We are proud that the rankings featured seven Pennsylvania schools in the top 100 universities and eleven of the top 100 liberal arts schools. Pennsylvania has been recognized as national leader in science, technology, engineering and mathematics (STEM) education. Here are just a few examples of the impressive work we are doing in the STEM field:

- Nationally, Pennsylvania ranks third in the number of degree granting institutions and fourth in postsecondary enrollment
- Nearly 45 percent of Pennsylvanians between the ages of 25-64 have degrees, certificates or other credentials beyond high school
- The commonwealth has five of the nation’s 54 STEM ecosystems formally recognized by the STEM Funders Network
- 107 institutions have degree programs in engineering and engineering-related fields
- 22 institutions offer degrees in logistics, materials and supply chain management
In 2015-16, Pennsylvania’s schools had over 31,000 students enrolled in STEM degree programs. Pennsylvania is fourth nationally in the number of STEM graduates and ranks in the top 10 of states for technology and innovation.

Building Amazon’s new headquarters in Pennsylvania would connect and facilitate dynamic relationships between postsecondary institutions and the private sector—the kinds of relationships that would benefit both Amazon and our institutions. Our institutions stand ready to be a partner in this exciting project. We encourage you to choose Pennsylvania as the location for Amazon’s second headquarters.

Sincerely,

TOM WOLF
Governor

Brenda A. Allen Ph.D.
President
Lincoln University

Eric J. Barron, Ph.D.
President
Penn State University

Elizabeth Bolden
President
Pennsylvania Commission for Community Colleges

Don Francis
President
Association for Independent Colleges & Universities of Pennsylvania

Patrick Gallagher, Ph.D.
Chancellor
University of Pittsburgh

Richard M. Englert, Ed.D.
President
Temple University

Karen M. Whitney, Ph.D.
Interim Chancellor
State System of Higher Education
Mr. Jeff Bezos  
Chairman and CEO  
Amazon.com Inc.  
410 Terry Avenue North  
Seattle, Washington 98109  

Dear Mr. Bezos:  

I’d like to express my enthusiastic support for selecting the Commonwealth of Pennsylvania as the location for Amazon’s proposed HQ2 project. With a combination of boasting the strongest workforce in the nation, an exemplary education system, a location proximate to much of the United States, and a low cost of living, Pennsylvania is uniquely poised to deliver on the requirements laid out in Amazon’s request for proposal (RFP).  

I can say without reservation that business is booming in Pennsylvania. From heavy equipment manufacturing, to site redevelopment and expansion projects, to Royal Dutch Shell’s progress on its $6 billion ethane cracker plant, the current business climate in the Keystone State rivals any in the United States and is a magnet for entrepreneurs from coast-to-coast and around the world.  

As a former business owner, Governor Tom Wolf knows that the commonwealth can help set the table for robust private sector growth and has made that a priority since day one by making investments in 21st manufacturing, refocusing our economic development dollars and strategies, and implementing pro-business policies such as the elimination of burdensome taxes on businesses such as the Capital Stock and Franchise Tax.  

I can tell you firsthand that our economic development team has been busier than ever working with businesses and site selectors interested in Pennsylvania due to our strong business climate and key assets such as our location and low-cost energy.  

Our prime location provides easy access both within our own borders, and beyond. Pennsylvania is one day’s drive from nearly 40 percent of the U.S. population and 60 percent of the Canadian population, four of the 10 largest U.S. markets, and nearly 40 percent of all U.S. manufacturers.  

Pennsylvania boasts a world-class, integrated network of interstate highways, modern freight railroads, six international airports, and is the only state with port access to the Atlantic Ocean (Philadelphia), Gulf of Mexico (Pittsburgh), and Great Lakes (Erie) for convenient international importing and exporting.  

Low-cost energy access is extremely important for all businesses, and is just another advantage for businesses in Pennsylvania. The commonwealth is located at the center of the Marcellus...
Shale, the largest shale play in the U.S., and is becoming one of the most energy-efficient production regions.

Pennsylvania has exactly what companies need to grow and thrive, and Governor Wolf has dedicated his administration to making Pennsylvania open for business. I eagerly await your response, and I welcome you to let me know of any way I can assist in making the Commonwealth of Pennsylvania the site of Amazon’s new home.

Sincerely,

[Signature]

Dennis M. Davin
Secretary, Pennsylvania Department of Community and Economic Development
October 13, 2017

Mr. Jeff Bezos
Chairman and CEO
Amazon.com Inc.
410 Terry Avenue North
Seattle, Washington 98109

Dear Mr. Bezos:

As the Secretary of Pennsylvania’s Department of Education, I am proud to say the commonwealth’s education system is producing a workforce that is driving our economy and will provide a pipeline of talent for Amazon’s second company headquarters and quality schools for the children of your employees. From early learning to our world-renowned colleges and universities, Pennsylvania is home to some of the strongest schools in the country.

Built on a foundation of 250 public and private postsecondary institutions, Pennsylvania has seven of the top 100 universities and four of the top global universities, as well as the largest alumni network in the country through Penn State University. We are also proud to have the nation’s best computer system program at Carnegie Mellon University and the best business graduate program at Wharton Business School, according to U.S. News and World Report.

With many innovative and cutting-edge businesses in robotics, computer science and engineering, we are looking toward the future. Pennsylvania is among the nation’s best in STEM education and the number of graduates with STEM-related degrees:

- Pennsylvania ranks 4th nationally in the number of STEM graduates and is in the top 10 of states for STEM jobs;
- The commonwealth is home to five nationally recognized STEM ecosystems, and four emerging ecosystems;
- Nearly 1 in 4 degrees awarded by state-owned universities are STEM-H degrees, an increase of 37 percent since 2009.

Providing an ideal location for your headquarters goes beyond our world-class workforce and graduate and advance degree programs. Pennsylvania also values early education and our K-12 education system, providing quality schools for the families of your employees. Creating future success for your company and Pennsylvania depends on students receiving an excellent education. That is why Governor Tom Wolf has made education at all levels a top priority. Over the past two years Pennsylvania has made historic investments in education by increasing funding by more than $800 million with support for early education boosting pre-k enrollment by 48 percent.
With the strength of our talented and dedicated workforce, STEM programs, and leading educational institutions, Pennsylvania offers an invaluable location for your company headquarters. The Department of Education looks forward to working with you.

Sincerely,

Pedro Rivera
Secretary, Pennsylvania Department of Education
October 13, 2017

Mr. Jeff Bezos
Chairman and CEO
Amazon.com Inc.
410 Terry Avenue North
Seattle, Washington 98109

Dear Mr. Bezos:

On behalf of the 6.5 million hardworking men and women in Pennsylvania, I write to express my support for Pennsylvania as the perfect location for Amazon’s second corporate headquarters. For any business looking to locate or expand, the Keystone State is the perfect place to live, work, and play.

Pennsylvania has the 19th largest economy in the world, and the second most diverse economy in the nation. We are home to everything from corporate headquarters to world-class universities to manufacturing facilities to state-of-the-art R&D labs, and Pennsylvania is a national leader in science, technology, engineering, and mathematics (STEM) training.

Pennsylvania ranks in the top 10 states for STEM jobs, is the eighth largest state in tech employment, and is fourth nationally in the number of STEM college graduates.

At the Department of Labor & Industry (L&I), we work to develop, expand and execute a well-rounded workforce development system that creates a robust pool of highly-skilled, well-trained employees to support ever-growing STEM-related industries.

We are building gateways to STEM careers through programs such as our Business Education Partnerships. These partnerships coordinate Educator in the Workplace externships, work-based learning, job shadowing, internships, and pre-apprenticeships to foster career awareness in fields with STEM-related occupations.

Pennsylvania is a national leader in apprenticeships, with more than 14,000 participants in registered apprenticeships statewide. Since its creation in 2016, the Apprenticeship and Training Office has fostered the creation of first-in-the nation apprenticeship programs in scientific research and other STEM occupations, creating new pipelines for young workers. This earn-as-you-learn model has boasted significant growth in nontraditional apprenticeships, such as information technology, computer support specialists, and healthcare, as well as growth in advanced manufacturing and the skilled trades.
L&I has worked to enhance the training capacity at education and training institutions with technology grants. Tech grants provide cutting-edge training equipment to prepare students for careers in STEM-related fields like CNC machining, welding, network administration, and electrical technology, just to name a few.

By working closely with businesses, educational institutions, state agencies and workforce development professionals statewide, we target our training resources to ensure we’re meeting the workforce needs of regional employers.

The new generation of high-tech workers want creative and stimulating work, but they also care about their quality of life after they leave the office. Pennsylvania has vibrant metropolitan hubs brimming with artistic and cultural attractions, outstanding schools, millions of acres of tranquil state forests, charming small towns, national historic sites, and championship-level sports teams. And all with a lower cost-of-living than some other locations in America.

Living and working in Pennsylvania is a one-of-a-kind experience and we offer something for everyone – from businesspeople, to families, and visitors. All of this make us a natural fit for Amazon’s new headquarters.

Sincerely,

Jerry Oleksiak
Acting Secretary, Pennsylvania Department of Labor & Industry
October 13, 2017

Mr. Jeff Bezos
Chairman and CEO
Amazon.com Inc.
410 Terry Avenue North
Seattle, Washington 98109

Dear Mr. Bezos:

As Amazon looks for a location for its second headquarters, I write today on behalf of the Pennsylvania Department of Transportation (PennDOT) to assure you that your transportation needs will be met in Pennsylvania.

When it comes to location, Pennsylvania has an advantage in its long-standing and much-deserved moniker as the Keystone State. More importantly, Pennsylvania is a long-standing transportation leader: home to the historical railroad standard—the Pennsylvania, the nation’s first turnpike, the nation’s largest public-private partnership bridge rebuilding program, and possession of a legacy of bipartisan cooperation that produced a far-reaching transportation funding plan that will support increased business development efforts for decades.

Pennsylvania’s strategic location, in the heart of the East Coast, and our comprehensive infrastructure network must be kept top of mind as you make your selection. Nearly half-a-trillion dollars’ worth of goods and services move through our state transportation system every year. It’s important to us that businesses have confidence that they and their products have the reach they need to be effective.

Pennsylvania’s infrastructure is well-connected and well-supported, including a projection of $61.9 billion investment over the next 12 years for our roads, bridges, transit systems, airports, and railroads. The sustainable, long-term funding solution already in place here will ensure Pennsylvania remains an attractive location for businesses to expand or begin operations, thus adding or retaining jobs for the long term. Thousands of bridges and more than 10,000 roadway miles improved or rebuilt with the new investments also means improving the infrastructure so that workers and employers will not be wasting money sitting in traffic or traveling detours for closed bridges.
Governor Wolf has made it a personal priority to show-off Pennsylvania as a top-tier contender for Amazon’s new headquarters. His administration, including those of us at PennDOT, stand ready to make the case that Pennsylvania is Amazon’s best choice for this transformative investment.

Sincerely,

[Signature]

Leslie S. Richards
Pennsylvania Transportation Secretary
Mr. Jeff Bezos  
Chairman and CEO  
Amazon.com Inc.  
410 Terry Avenue North  
Seattle, Washington 98109

Dear Mr. Bezos:

We write today to express our collective support for the placement of Amazon’s second company headquarters (HQ2) in the Commonwealth of Pennsylvania. The Keystone State possesses a uniquely fertile business landscape: world-renowned academic institutions, a dedicated highly-skilled workforce, natural and energy resources, well-positioned commercial corridors, existing supply chain infrastructure, a stable business-friendly environment, and most importantly an existing relationship with Amazon and significant Amazon presence. For these reasons, we urge you to seriously consider placing this investment within Pennsylvania.

With more than 200 years of revolutionary industry and intellect, dating back to the birth of our country, Pennsylvania has become a hub for trailblazers and innovative ideas, resulting in longstanding, successful legacies that are now common household names across the United States. For decades, the talented and highly-skilled workforce in Pennsylvania has designed, manufactured and distributed products that have directly contributed to building major global companies into American legacies. Throughout the Commonwealth, we have seen the resiliency and resourcefulness of Pennsylvania’s workers and industry. Not only are our workers the backbone of Pennsylvania’s economy, the Commonwealth is further supported by our nearly 300 medical and educational institutions, which are training the next generation of leaders in technology, advanced manufacturing, biosciences, and research. Pennsylvania ranks among the top 4 states producing STEM graduates and is in the Top 10 states for STEM job leaders in the United States. From the life sciences to robotics and self-driving vehicles to advanced manufacturing, Pennsylvania’s technology industry is robust and supported by a thriving ecosystem of entrepreneurs, economic development partners, investors, and collaborative academic partnerships.

Pennsylvania is home to an incomparable network of critical infrastructure including three major ports, strategic access to markets, the seventh largest national network of interstate highways and freeways, a robust railroad network, six international airports, commercially important inland waterways, and warehouse and distribution hubs in the Northeast and South Central regions. Access to these resources plays a significant role in developing a high-functioning supply chain framework for industries that rely on efficient commercial transport of goods and products.
Pennsylvania also has a robust public transportation network that includes fixed-route transit service in Philadelphia, Pittsburgh, 21 urban areas, and 22 rural areas. Additionally, Pennsylvania has 44 systems offering shared-ride services in all 67 counties, 13 intercity bus routes, and access to Amtrak Keystone Corridor service, running from Harrisburg to New York by way of Philadelphia, and Pennsylvanian Amtrak service running from Pittsburgh to Philadelphia. In recent years, the Pennsylvania Department of Transportation (PennDOT) has committed millions of dollars to improving multimodal and intermodal transportation infrastructure across the state. These investments support improved transportation for residents, communities and businesses, as well as spur economic growth and sustainable business development. Furthermore, the Pennsylvania Department of Community and Economic Development (DCED) has significant experience in business expansion and relocation, and has attracted and worked with interested businesses to ensure Pennsylvania is able to meet the specific needs of their industry.

In addition to providing expert expansion assistance, Pennsylvania offers the second lowest marginal personal income tax rate in the nation and the 9th lowest marginal tax rate overall. Our economy is the 19th largest in the world, with a GDP that is comparable to Turkey and larger than Saudi Arabia and Switzerland. In fact, Pennsylvania has the second most diverse economy in the U.S. and the 9th highest economic density in the country. Not only is Pennsylvania business-friendly, the Commonwealth is home to vibrant metropolitan hubs and charming towns with artistic and cultural attractions, state forests and heritage areas, national historical sites and memorials, and many other offerings that provide for diverse, fulfilling and livable communities. Pennsylvanians are proud to call the Commonwealth home.

We believe Pennsylvania would be an ideal location for Amazon’s HQ2. As you continue to deliberate on the placement of HQ2, we ask that you consider Pennsylvania as a leading candidate based on the many strengths that have been outlined in our letter. We encourage you to meet with Governor Wolf, all interested Pennsylvania stakeholders, City representatives and the Pennsylvania Department of Community and Economic Development to discuss all available state programs, incentives, and opportunities. We look forward to the opportunity to work with you to utilize any federal programs that may be relevant. If there is any way that we can be of assistance, please contact us directly or reach out to our staffs.

Thank you for your thoughtful consideration of our request.

Sincerely,

Robert P. Casey, Jr.  
United States Senator

Tom Wolf  
Governor of Pennsylvania
Pat Toomey  
United States Senator

Glenn ‘GT’ Thompson  
United States Representative

Scott Perry  
United States Representative

Robert A. Brady  
United States Representative

Lou Barletta  
United States Representative

Tom Marino  
United States Representative

Dwight E. Evans  
United States Representative

Charles W. Dent  
United States Representative

Lloyd Smucker  
United States Representative

Mike Kelly  
United States Representative

Ryan A. Costello  
United States Representative

Patrick Meehan  
United States Representative

Brian Fitzpatrick  
United States Representative

Matt Cartwright  
United States Representative

Keith Rothfus  
United States Representative

Brendan F. Boyle  
United States Representative

Bill Shuster  
United States Representative
Madeline Bell  
President and Chief Executive Officer  
3615 Civic Center Blvd.  
Philadelphia, PA 19104  
267-426-6142 • f 267-426-6125  
bellm@email.chop.edu • chop.edu

October 6, 2017

Children’s Hospital of Philadelphia: A Place of Innovation and Collaboration

One of the largest pediatric hospitals in the world, Children’s Hospital of Philadelphia (CHOP) plays an important role in Philadelphia’s thriving innovation ecosystem. With 14,000 employees, CHOP is Philadelphia’s second-largest employer and has long attracted the best doctors, scientists and leaders. We think big, and collaborate, to make breakthroughs in areas such as cancer immunotherapy, which is revolutionizing treatment – and outcomes – for children with leukemia. We invented a womblike device that could prevent lifelong health challenges for extremely premature babies. And we performed the world’s first bilateral hand transplant on a child, giving a young boy his first chance to throw a football.

With more than 7 million square feet and more than 50 locations, we have the infrastructure needed to innovate – and our investments are paying dividends. Our Research Institute is home to the world’s largest pediatric biobank, and we recently established the Roberts Collaborative for Genetics and Individualized Medicine to find new ways to use genetic information in patient care. We believe that our efforts will forever change the way healthcare is delivered around the world.

CHOP’s staff is constantly making breakthroughs that benefit children. Our Office of Entrepreneurship and Innovation helps employees develop their ideas for new products and devices, and several years ago, Spark Therapeutics, a gene therapy company, was spun out of the labs at CHOP. Spark has developed a treatment for an inherited form of blindness that is on track to become the first gene therapy to receive FDA approval.

I’m proud to lead Children’s Hospital of Philadelphia because we have the talent and the resources to change healthcare for the better. Innovation is in our DNA, and I know that many great things – including important collaborations with companies like Amazon – are in our future.

Madeline Bell
October 2, 2017

James F. Kenney
Mayor
City of Philadelphia
Office of the Mayor
City Hall, Office 215
Philadelphia, PA 19107

Dear Mayor Kenney:

Please accept this letter of support for the City of Philadelphia’s response to Amazon’s Request for Proposals for a second headquarters location. I represent the economic development efforts of Lancaster County. Our community, known for our spectacular agricultural resources, natural lands and hard work ethic, contributes notably to the extraordinary quality of life offered in southeast Pennsylvania, providing the full spectrum of lifestyle options to the workforce of our region.

It is because of our close proximity and the easy access via Amtrak that, every day, our workforce heads east and similarly workers from Philadelphia commute west. While our landscapes differ greatly, there are considerably strong business relationships – from health care and higher education to financial services and real estate development - that link our two diverse communities.

We are excited that the City’s leadership has embraced the opportunity offered by Amazon to showcase the incredible assets of Philadelphia and the region. Please count on us to provide any support should Philadelphia advance in this site search process.

Sincerely,

Lisa Riggs
President
AMAZON HQ2 TESTIMONIAL

“Philadelphia presents an exceptional opportunity for Amazon’s HQ2. I’m living the experience myself by raising my family in Society Hill and growing my business in the Philadelphia Navy Yard, a jewel of the city and proof of the power of the partnership between our Commonwealth, our city and its business community.

It’s hard to imagine we could have built FS Investments into a $20 billion alternative asset manager with more than 325 employees in less than a decade were it not for our being headquartered in Philadelphia.

The area offers us access to a diverse population of talented, eager, hardworking individuals who strive to think differently and innovate. We’ve attracted seasoned business leaders and rising stars from the greater Philadelphia area, while also recruiting talent from New York, Chicago, California and other competitive regions.

Thanks to Philadelphia’s world-class universities, we also tap into a strong talent pool of highly educated recent graduates. We’ve built a robust co-op program with Drexel University and an impactful financial literacy program with the University of Pennsylvania’s Wharton School of Business, demonstrating another facet of our universities’ positive impact on our communities.

Regardless of age, most folks we recruit are drawn to the region’s diverse and rich culture. We have incredible history, thriving neighborhoods, good schools, a growing art community, top-quality entertainment and a premier restaurant scene. Our employees, many of them millennials, also enjoy our sports teams and myriad recreational and fitness opportunities. Finally, Philadelphia offers civic-minded citizens a long list of non-profit organizations with which they can engage.

It seems clear to me, Philadelphia would be an exceptional home for Amazon and its people, as it has been for me, my family and FS Investments.”

Michael Forman, CEO of FS Investments
October 5, 2017

Jeffrey P. Bezos
Founder and Chief Executive Officer
Amazon.com, Inc.
410 Terry Avenue North
Seattle, Washington 98109-5210

Dear Jeff:

Since 1891, members of the General Building Contractors Association (GBCA) have been hard at work defining and redefining Philadelphia’s iconic skyline with the highest skilled labor force in the country. The GBCA has a membership of more than 250 commercial, industrial and institutional general contractors, subcontractors, material suppliers and construction service firms located in southeastern Pennsylvania and the surrounding region. Our members are ready to add your second headquarters to the city’s growing skyline.

We believe that world class institutions and businesses deserve world class facilities to effectively compete in the global economy. Here, projects get delivered on time and under budget for some of the world’s foremost institutional organizations in healthcare, education, business, technology and government. Over the past 10 years, ten GBCA members alone have collectively built well over five times the 8 million square feet of space that you are projecting in Amazon’s Request for Proposal. Those projects include university labs, hospital operating rooms, transportation hubs, and transit-oriented development, right here in Philadelphia. Our downtown core is nearing completion of over 2.6 million square feet of corporate expansion. From pharmaceutical sites, to corporate headquarters and public private ventures, our members are expanding Philadelphia’s footprint every day. GBCA contractors are equipped to handle your company’s needs both now and in the future.

Philadelphia is a unique city. Throughout our nation’s history, our streets and neighborhoods have been filled with people who embody the very spirit of innovation. As the only American World Heritage City, Philadelphia offers more than just its rich history. Our city currently ranks highest in millennial population growth among the largest U.S cities, and we have the depth of talent across every industry to prove it. Philadelphia is witnessing a synergy across multiple industries that is an ideal fit for the culture you have built at Amazon. When the time comes, the members of the General Building Contractors association will be ready to make real your vision for a new east coast headquarters here in Philadelphia.

Sincerely,

Benjamin J. Connors, Esq.
President
General Building Contractors Association
Dear Amazon Committee Members:

While cities across the U.S. vie for your attention to become home to Amazon’s second U.S. headquarters, I can’t help but wonder why your company would locate anywhere other than the City of Brotherly Love. Situated within driving distance between the financial center of New York and political center of Washington, D.C. – Philadelphia is uniquely qualified to welcome Amazon to our unique urban playing field. Why, you may ask? One word: millennials.

Few U.S. cities are home to as many distinguished institutions of higher education and have the ability to attract students from all over the world as Philadelphia. That translates to a more skilled workforce, where Philadelphia millennials are 43% more likely to have college degrees than their older peers, and are more likely to be homeowners, make more money, and have more job prospects than older generations. In addition, they live in nicer homes and have a better quality of life because it costs a lot less to live in Philadelphia than other major cities.

As the founder of a strategic communications firm located in the heart of Philadelphia, I know that millennials are the backbone of our business community – and our city. Millennials represent the city’s future – and take great pride in honoring its past. They are die-hard fans of local sports, fine dining, bike riding, marathon running, outdoor festivals, museums and other cultural highlights that make Philadelphia special. And most importantly, they are loyal to our city and believe in the power of hard work, commitment, and giving back. They represent what it is to be an American.

For Amazon, there is endless potential to grow and capture future generations of the Philadelphia workforce. This city has an energy – harkening back to its early days as the nation’s first capital – that Amazon would be lucky to capitalize on as it stakes its claim on the spot of its next U.S. headquarters.

Sincerely,

Susan Jacobson
President
October 10, 2017

Mr. Jeffrey Bezos  
Chairman, President and CEO  
Amazon  
1200 12th Ave. South, Suite 1200  
Seattle, WA 98144-2734  

Dear Mr. Bezos:

I would like to add my personal support and recommendation for you to consider the Greater Philadelphia region as the location for your company’s second headquarters. You have no doubt learned about the tremendous assets of our region and seen examples of our spirit of innovation and collaboration. PECO continues to serve as a leader in the energy industry and in our community, and would very much look forward to working with Amazon to meet your energy and sustainability goals.

Headquartered in Philadelphia, PECO is the largest electric and natural gas utility company in Pennsylvania, serving more than 2.2 million customers in southeastern Pennsylvania. PECO is part of Exelon Corporation, the country’s largest utility company by customer count and the only electric utility holding company in the FORTUNE 100. Being part of the Exelon family companies means we have access to industry-leading innovation, best practices and critical emergency response support, if needed.

PECO has extensive experience in providing the essential energy services for large corporations, data centers and commercial customers, and I would be happy to connect you with the leaders of these organizations to further explain our ongoing partnerships. We share your relentless focus on your customers and understand our part in meeting your commitment to the same.

We are advancing smart energy by using new approaches and investments to ensure safe and reliable service while providing customers with increased control, access and convenience. Our energy assets are truly a benefit of our region, from the reliability and resilience of our electric distribution system, to the availability of energy supply and competitive energy choice, there is no better place to be than Greater Philadelphia.

Sincerely,

[Signature]
Dear Mr. Bezos:

Congratulations on your tremendous success in growing Amazon from a modest online book retailer to the retail giant and ubiquitous global brand it is today. We cannot wait to see what the future holds for Amazon, including the impending challenge of selecting a second home for your company and its employees. On that point, look no further! The Philadelphia 76ers are pleased to add our voice to those in the business community encouraging Amazon to locate its second headquarters in the Philadelphia-Camden area.

With our newly-constructed, state-of-the-art business offices and basketball training complex located in Camden, New Jersey, our home arena based in Philadelphia, Pennsylvania and a fan base that extends throughout the entire Delaware Valley (and beyond!), we know this region well. Simply put, the Philadelphia Camden region offers benefits others simply cannot — benefits that will support Amazon’s continued growth and provide an unparalleled quality of life for your employees. Here are just a few of the great reasons to choose the Philadelphia region:

**Talent, Talent, Talent**
This region boasts over 100 colleges and universities, including the University of Pennsylvania (and the Wharton School), Rutgers, Temple, Drexel, and Thomas Jefferson University (just to name a few!), providing Amazon with a highly educated and highly skilled workforce from which to build Amazon’s new team.

**History, Diversity, Arts and Culture**
Democracy was born here, and some of the most important events in American history happened in our backyard. The region’s current inhabitants reflect our rich history, our diverse backgrounds, and the American spirit of innovation and growth. That spirit has instilled this region with a vibrant art and cultural scene, including world-class museums, a wonderful zoo and aquarium, and beautiful parks, hiking trails, arboretums, and other green spaces that provide recreational opportunities for all ages, interests and abilities.

**Planes, Trains and Automobiles**
We are conveniently located between New York and Washington, D.C., and offer an abundance of transportation options, including a major international airport, two major sea ports, and access to Amtrak, SEPTA, PATCO and NJ Transit trains.

There are so many other reasons for Amazon to choose the Philadelphia Camden region, such as our incredible restaurants, coffee shops and night life; major private sector employers including Comcast, Campbell Soup, Lockheed Martin and PNC; and world-renowned health care systems such as Virtua Health System, Thomas Jefferson University Hospitals (and the Rothman Institute), Cooper University Health Care, and Children’s Hospital of Philadelphia.

And, of course, our region offers an abundance of professional sports and entertainment opportunities. October means basketball season is here, and we would love to have you as a guest at a Sixers game this season.
Amazon would be a perfect addition to the inspiring renaissance of Camden or the history-filled City of Brotherly Love. With building options, a housing stock to fit all interests and an educated and skilled workforce, our region is ready to propel Amazon to the next level.

Thank you for considering our region as a site for your second headquarters and home for your employees. We believe we are a perfect fit.

Sincerely,

[Signature]

Chris Heck
President of Business Operations
September 15, 2017

Jeffrey Bezos, CEO
Amazon
410 Terry Avenue North
Seattle, WA 98109

Dear Mr. Bezos:

Amazon’s vision is to be earth’s most customer-centric company.

Philadelphia’s vision is to be the best place on earth for Amazon’s second headquarters.

In your recent public remarks about the ideal location for Amazon’s second U.S. headquarters, you stated your interest in a city where you can grow your company to 50,000 employees over the next 20 years -- a home base that can hold your interest over the long term. You spoke of a location that had a strong sense of place, a rich cultural life, great transit systems, smart young people and plenty of infrastructure-ready land that is close to both the business center and top universities. Your proposal revealed a desire for an urban center that has density, walkability and diversity. And you desire a place that is home to some of the nation’s finest universities and is teeming with bright, tech-savvy millennials.

Mr. Bezos, you perfectly described the City of Philadelphia, the birthplace of America. Of all the great American cities you are considering for your second headquarters, none offers all of these desirable attributes at a more affordable cost of living than Philadelphia.

As the elected leader of the Philadelphia Building & Construction Trades Council, I am writing you to express our sincere offer of partnership with Amazon and to encourage you to locate your second headquarters in the City of Philadelphia.

The Philadelphia Building & Construction Trades Council is a 50,000 member, 17 affiliate organization that represents working men and women in the construction trades in Philadelphia and vicinity. We are the number one Building Trades Council in the Country. Every construction project undertaken in Philadelphia is constructed by members of our Council. We pride ourselves on safe, quality construction accomplished on time and on budget.
Furthermore, we have a strong history of partnership with owners and users of construction services in the area, including partnership with our corporate partners. Currently, we are partnering with Penn Gene Therapy and we're well into constructing the Comcast II Tower, which will be the tallest building in the city.

Our Council also engages in many community activities to benefit the residents of Philadelphia and is committed to diversity in our workforce. Our Apprentice Training programs are college accredited and are the most sophisticated and successful in the country.

Recently, we also began a partnership with the School District of Philadelphia to improve employment opportunities for high school graduates within the construction trades.

We also constantly seek out "best practices" from our peers in the Building Trades Councils in other major U.S. cities, including Amazon’s home city of Seattle, WA. I have studied Seattle’s programs and Philadelphia is very compatible. If there are any additional programs Amazon would like to see here, we’d be more than happy to accommodate you.

The Philadelphia Building & Construction Trades Council stands ready to support every aspect of Amazon's construction process, whether it is relationships with our local or state governments to ease the process of initiating or completing projects or customizing our construction activities to fit your needs. Working jointly with Amazon, your architects, contractors and our building trades’ organizations, we are committed to a seamless and efficient process to construct your campus.

The Building Trades continue to play a significant role in moving Philadelphia forward. We put our money where our mouth is by investing our pension dollars in marquee projects like East Market, which is reviving an entire section of the city. To demonstrate to you how easy and beneficial it is to work with the Building Trades, I have taken the liberty of enclosing a letter from the Fluor Corporation, a multi-national engineering and construction firm. Fluor had apprehensions about working with the Philadelphia Building Trades, largely due to the propaganda campaign waged by non-union contractors in the market. As you’ll see in Fluor’s letter of thanks and praise, the company is ecstatic over our performance. More than five million man-hours later, our working relationship with Fluor continues to thrive.

Mr. Bezos, the innovative thinkers who founded this great nation through revolution did so right here in the historic City of Philadelphia. We’re home to some of the nation's finest art collections. The Philadelphia Orchestra is world-class. We have many of the country's most acclaimed restaurants. We have four pro sports franchises that are all on the rise. But we're not just a big metropolis, we’re a city of neighborhoods and countless ethnicities. You can go to Famous 4th Street Deli for the best corned beef sandwiches, Frank & Luigi's for the buffalo chicken pizza, Termini Brothers for the cannolis, or Alma de Cuba for the most authentic and delicious Cuban cuisine outside the island.
Mr. Jeffrey Bezos  
September 15, 2017  
Page #3

Our sports scene is vibrant and we’re some of the most passionate fans on the planet. We may not have Seahawks, but we have Eagles -- and Flyers and Phillies and 76ers. I hope you enjoy the enclosed jerseys of our teams and accept them as a "Welcome to Philly" gift.

Please feel free to contact me with any questions or if I can be of any additional assistance. My personal cell phone is 215-409-5532 and my email is JJDoc@ibew98.org. Thank you for your time and consideration.

Sincerely,

JOHN J. DOUGHERTY  
Business Manager

JJD/ee

opeiu #32

af1-cio
Jeff Bezos
CEO
Amazon.com Inc.

Dear Jeff,

The Philadelphia Eagles will be featured on Amazon Prime on October 12th for our game against the Carolina Panthers. Our fan base will likely drive increased viewership for this OTT digital stream.

Philadelphia is a very strong NFL market with passionate, loyal fans that care for each other and all of the teams here like family. The family theme permeates all aspects of life in this historic, yet forward thinking city. Once a business moves to Philadelphia, the community embraces them as one of its own. Loyalty and fellowship run deep here and Amazon would be well served to call Philadelphia its second home.

But, there is so much more. We found that out firsthand during the 2017 NFL Draft – a precedent-setting event that drew record crowds. Philadelphia is uniquely positioned along the Northeast corridor. The infrastructure of highways, railways, and airport (located 5 miles from Center City Philadelphia) allow for easy travel from Boston to Washington, DC. In the local area, the City has invested in residential infrastructure which creates a vibrant urban atmosphere. Also, Philadelphia has made an expanded commitment to be bike friendly with bike lanes, river paths, and a bike sharing program.

As an employer here, we consider the rich mix of universities in the region one of the greatest assets. We can attract bright minds from 30 four-year colleges and universities throughout the Delaware Valley.

Philadelphia is an affordable city that is culturally diverse. It is a city steeped in history, but constantly moving forward with an evolving and expanding skyline.

As the owner of the Philadelphia Eagles for the past 23 years, I know first-hand that Philadelphia has all the attributes to be a great location for Amazon.

Sincerely,

Jeffrey Lurie
The President

October 2, 2017

Mr. Jeffrey Bezos
Chairman, President, and CEO
Amazon
1200 12th Ave. South, Suite 1200
Seattle, WA 98144-2734

Dear Mr. Bezos:

As an avid admirer of Amazon, a fellow “Day One” philosopher, and as President of the University of Pennsylvania, our city’s largest private employer with 39,000 employees, I wanted to add my personal recommendation to that of the Greater Philadelphia Chamber of Commerce (whose letter I enthusiastically signed): Philadelphia offers a unique and ideal fit for Amazon’s second headquarters.

Since arriving in Philadelphia in 2004 (from your alma mater, where I ultimately served as provost), I have had the pleasure of partnering with a spectacularly innovative and global team of entrepreneurs, public officials, civic leaders, academics, students and citizens to drive the ascendency of Philadelphia as a world-class city with all the characteristics that Amazon is seeking for its second headquarters. I can testify that this city and region are poised to support Amazon’s day one philosophy and – even more important – your Day One practice, having benefited from civic partnerships that continue to fuel the propulsion of Penn from a strong base. Just last week, Penn was #4 in the annual Reuters ranking of the world’s most innovative universities — those doing the “most to advance science, invent new technologies, and power new markets and industries.” Amazon would also benefit from our world-class academic medical center that, as the WSJ recently noted, “incubated the world’s biggest cancer breakthrough.”

The Philadelphia region’s pipeline of young talent, drawn from across the world, includes over 100 nearby colleges and universities. Penn’s 21,000 students are among the most innovative anywhere. Our new Pennovation Works campus — a 23-acre hub for innovators and entrepreneurs — underscores our city and region’s ability to attract and retain exceptional entrepreneurial talent.

Please call on me if I can be of any assistance. Philadelphia has been Penn’s home for 277 years, and we are proud to be located here. We would love to have Amazon as a neighbor.

Sincerely,

Amy Gutmann

1 College Hall Room 100 Philadelphia, PA 19104-6380
Tel 215.898.7221 Fax 215.898.9659 president@upenn.edu
October 17, 2017

Amazon
1200 12th Ave. South, Suite 1200
Seattle, WA 98144-2734

Dear Mr. Bezos:

SAP America has called the greater Philadelphia area home for nearly four decades. Our business’s growth in the U.S. and North America more broadly since we first made Delaware County, Pennsylvania our home has been exponential. But even as we’ve scaled and grown, opening offices in nearly every major U.S. city, the Greater Philadelphia area has always been our anchor and center of gravity in the United States. More than 2,000 employees are based in our Newtown Square, Pennsylvania campus and hundreds more in Pittsburgh, Pennsylvania. And we continue to be in growth mode throughout the Commonwealth having just announced plans for hundreds of new technology jobs in the state.

Amazon will have no shortage of strong choices as you consider where you will locate your second U.S. headquarters. As a proud and growing partner of Amazon’s and Amazon Web Services, we wish to add our voice to the chorus of those extolling the virtues of this historic city and surrounding area. I could go on at length about the strength of the education system, the location and logistical benefits, the low cost of living, or the growing ecosystem of technology innovators and entrepreneurs – but I’m sure others will cover those attributes in detail. Instead, I’ll speak as a leader and executive who, after living my entire life in the Washington, D.C. relocated their family to this area just a few short years ago – a situation and choice that no doubt many future Amazon employees would find themselves in should you choose the greater Philadelphia area. In a matter of just weeks and months, this area quickly became home for my family. The people and community welcomed us in with open arms and despite feeling anxious about moving my family for the first time ever – we look back with no regret and a deep appreciation for the culture, history, and character of our new home. It is a special and unique place in that regard – and I know Amazon would add much to the special connection this city and region has to the people that call it home.

I wish you all the best as Amazon considers this important decision, and please know that a proud Amazon partner stands ready to answer any questions you or your team might have.

All my best,

Jennifer Morgan
Executive Board Member
Global Customer Operations, SAP SE
September 19, 2017

Mr. Jeffrey Bezos  
Chairman, President, and CEO  
Amazon  
1200 12th Ave. South, Suite 1200  
Seattle, WA 98144-2734

Dear Mr. Bezos:

While we’ve never formally met, Amazon and Vanguard have very deep ties. Since 2005, Vanguard has been pleased to serve as steward of the Amazon.com 401(k) plan, to which your employees have entrusted $3.6 billion for their future retirement security. Vanguard is also a satisfied client, employing Amazon Web Services to help create a better experience for more than 20 million investors. And, of course, as a long-term and large owner of Amazon stock, we have been very gratified by the generous returns provided to our clients. Thank you.

While I am a signatory to a letter you have received from the Greater Philadelphia Chamber of Commerce encouraging you to open your second headquarters here, I wanted to personally reach out to you to offer an endorsement of the City of Brotherly Love.

Vanguard traces its roots to the founding of our first fund (Wellington Fund) in 1929 by Walter Morgan, a young entrepreneur much like yourself. We have called the Philadelphia region home ever since. As an employer, Vanguard benefits from the deep talent pool filled by young graduates and seasoned professionals who are drawn to an area with a rich history and a vibrant future. As a resident for more than 30 years, I can think of no other place where I’d want to be.

If I can be of any value to you in providing perspective on what it’s like to be headquartered in the Philadelphia region, I’d be more than happy to oblige. Please feel free to call me.

Sincerely,

[Signature]

F. William McNabb III  
Chairman and Chief Executive Officer  
Vanguard
October 5, 2017

John Fry
Chairman, Chamber of Commerce for Greater Philadelphia
200 South Broad Street, Suite 700
Philadelphia, PA 19102-3813

Re: Testimonials for Amazon HQ2 Proposal

Dear John,

As you know, Wawa is proud to call the Philadelphia region home. Much of our 200-year history as a Company and the foundation of our culture has been built around the business opportunities Philadelphia creates and the strong culture of giving back that our founding family, and our associates today, have been connected to for many years.

And as it turns out, Wawa’s six core values (Value People, Delight Customers, Do the Right Thing, Do Things Right, Embrace Change, Passion for Winning) and our cultural model have a lot of overlap with Amazon’s 14 Leadership Principles. We’re both hyper-focused on the customer, on recruiting exceptional talent, and on giving our associates the chance to succeed and grow with us.

Through the years, we credit much of our success to what the City of Brotherly love offers. The region’s infrastructure and transit networks facilitate easy connections with customers, and we’re strategically nestled between New York and D.C. Our area’s stellar higher education network is churning out bright minds in STEM fields. And just as importantly, these graduates are choosing to stay in Philadelphia to work, buy homes, raise families and visit our world-class restaurants, historical sites and cultural destinations.

Wawa is proud to call Philly home. It’s the reason we invite the whole city and surrounding communities to Wawa Welcome America – Philly’s annual 4th of July celebration. Take it from us, there’s no better place to celebrate the birthplace of our nation than in the birthplace of our nation.

We hope Amazon will join us for the fireworks here soon!

Chris Gheysens
President & CEO
TESTIMONIALS
Philly has the perfect mix of up-and-coming talent, and the experienced leaders to get the most out of them. Philly has a ton of companies building the "next wave of X," but Philly is also known for delivering practical solutions to hard problems.

**JON WAGNER**  
CO-FOUNDER, AIDAN.AI

I was so energized by Philadelphia’s unique potential to grow my creative technology agency that I moved my business here. And it has paid off even bigger than I hoped. The City has been an incredible partner, with meaningful assistance and attention, ranging from its financing arm, PIDC, all the way to the Mayor. And if a mid-sized company such as mine gets such attention, I can only imagine the full-body partner Amazon would enjoy! Most important for me has been the abundant supply of young creative tech talent. We’re rolling in it. And their quality of life in Philly has been superb. With so many high-character neighborhoods within walking/biking distance of Center City, Philly has a unique urban lifestyle proposition for such talent. Moving A&G to Philly ranks among the best business decision I have made!

**TIM REEVES**  
PRINCIPAL, ALLEN & GERRITSEN

AmerisourceBergen is a purpose driven, Fortune 20 company that is growing both our business and our associate population around the globe. The Greater Philadelphia Region is home to our corporate headquarters and the community has been a strong one for us to do business.

Our talent and recruitment teams have enjoyed being situated in an energetic community of job seekers, both from the region’s world-class colleges and universities as well as in a competitive business environment which is home to numerous global and national corporations. Philadelphia and its surrounding communities are enticing to professionals and their families - benefiting from an energetic art and culture scene and world-class institutions, museums, restaurants and more.

The region’s infrastructure and location have also provided tremendous benefit to our organization. With offices in more than 50 countries across the globe and dozens of facilities across the United States, the frequency of flights out of Philadelphia International Airport as well as easy access to regional rail networks have saved our teams time and money. At the same time our associates enjoy living in communities that are proximate to, but often times more affordable, than other Northeastern cities like New York and Washington DC.

Our executive team is made up of leaders who’ve lived internationally in South Africa, England, Hong Kong and others who have spent parts of their career in Texas, Idaho, Florida and many other regions. This group, as well as the thousands of other AmerisourceBergen associates who live in the Greater Philadelphia Region, are proud to take advantage of the tremendous opportunities and benefits that come with being part of this vibrant community.

**STEVEN H. COLLIS**  
CHAIRMAN, PRESIDENT, & CEO, AMERISOURCEBERGEN

Close proximity to NYC with a much more livable cost for our employees is a double win!

**WILL LUTTRELL**  
FOUNDER & CEO, AMINO PAYMENTS
There’s something unique to these parts, to those who live and work in the Greater Philadelphia region. It’s in the fabric of what makes us who we are today. It’s the same thing that has been in this region, and the people of this region, for centuries. It’s grit. And it’s innovation. There is a certain work ethic that permeates this region. People here like to get down to business, to get things done. They don’t want to waste time, and they’re not afraid to get their hands dirty. At the same time, they’re thinkers. They’re opinionated and they like to find ways to build better mousetraps. That’s who I like to work with. That’s who I hire. That’s who I am. The Greater Philadelphia region is home to exactly this type of talent. Talent that is itching to prove itself day in and day out. There is no entitlement. But there is a hunger for opportunity. By laying down roots in Philadelphia, Amazon will gain more than a new headquarters, it will gain a new perspective on what’s possible with the drive and passion that this region is known for.

ANTHONY CAMPISI
PRESIDENT & CEO, ANNODYNE

Philadelphia is home to our nation’s history, and has a hometown pride second to none. Placed between NYC and D.C., Philadelphia is a major metro city with the feel of a big Midwestern town, meaning it’s a lot more accessible than comparable cities and easy to navigate (figuratively and physically). It's quite affordable, and embodies the true American and millennial spirit. It's also has quite possibly the best food and drink scene in America.

RYAN HAAZ
GENERAL COUNSEL & HEAD OF OPERATIONS, ARCWEB TECHNOLOGIES, LLC

Philadelphia's pool of talent and way of life is what keeps us here and has enabled us to build one of the best solutions in the world. It's the reason why we haven't and will never open a second office anywhere else.

JAKE WALLACE
HEAD OF INTEGRATIONS, AWEBER

Why is Azavea in Philadelphia? It's walkable, bike-able, affordable, diverse, energetic, convenient to D.C. and NYC, short flight to Europe. It's also a lively hub of innovation for civic and social impact.

ROBERT CHEETHAM
CEO, AZAVEA

We’re used to being a city of firsts: first public library, hospital, volunteer fire department, university, art museum, stock exchange, mint, planned city, zoo, Thanksgiving Day Parade, Girl Scout cookies and the first computer in the world! These are all innovations born here. And in 2016, innovation strategist and author Charles Leadbeater suggested that Philadelphia has the best opportunity to define the new social contract for American cities; a fair growth urban model that embraces the new, while cherishing its past.

Philadelphians are not great at simply copying what others have done, or accepting someone else’s prescription for success. An unscratchable itch of independence drives our spirit of innovation; in our startups, our universities, our private companies and our public institutions. To Leadbeater’s observations, and inspired by our roots in forming the world’s first and best startup nation, our history of creating new models to tackle challenges of both industry and society is something we’re insanely proud of.

Yet in curious complement to our independence, the sense of community and partnership are no less than an equal component of our spirit. The track record of organizations like Ben Franklin Technology Partners supports this. A community of stakeholders, volunteers, civic partners and private institutions have been integral to the growth of the more than 2000 technology-focused ventures that we’ve helped to build here, and Philadelphia’s technology economy evolves with a strong eye to ensure that our neighborhoods and communities are part of its remaking.
Independence and innovation with a purpose is our history. We’re looking for a partner who shares that itch, to make it America’s future story once more.

ROSEANN ROSENTHAL
PRESIDENT & CEO, BEN FRANKLIN TECHNOLOGY PARTNERS

Greater Philadelphia region offers technology companies like Bentley Systems the “Talent Ecosystem” that fueled our solid growth over the past thirty plus years.

The prestigious universities in the neighborhood offer us continued supply of fresh talents with great work ethics and sense of purpose. While we have a very robust global internship program, about 48% of US interns joined Bentley in the Greater Philadelphia region because we could easily get access to high caliber talents that we don’t want to miss.

Over the years, we also grew organically through talent acquisition of ready-made professionals who brought to us vast experience working with other multinational organizations in the region. The establishment of successful businesses in the region makes cross pollination of talents possible, a clear win/win for all players in this ecosystem.

Greater Philadelphia region is also home to many Bentley colleagues who relocated to our global headquarters in Exton, PA to further advance their career. The diversity, friendliness, abundance, and convenience, plus Philadelphia’s great schools and rich historical and cultural heritage make it not just easy but also attractive for our colleagues from different parts of the world to settle in with their families and make it home here. These colleagues bring a global worldview and local perspectives to our decision making process, and they subsequently serve as ambassadors of our core values when they return to their home counties. Greater Philadelphia region with its open arms and superb offerings made global talent mobility a reality at Bentley.

Overall, the “Talent Ecosystem” of Greater Philadelphia region that offers a multigenerational and multicultural workforce is a key success factor to the steady growth of companies like Bentley Systems, as we continue to lead innovation with a strong bias for action as well as value generation for our users.

GREG BENTLEY
CEO, BENTLEY SYSTEMS

Philadelphia has been critical to the support and growth of Biorealize. We are tackling interdisciplinary problems and have grown out of a collaboration between two different schools at the University of Pennsylvania. We work regularly with other universities, such as Temple, Drexel and Philadelphia College. We participated in the Philadelphia-based 2017 DreamIt HealthTech Accelerator. We work closely and collaboratively with other biotech hardware/software companies including BioBots & Biomeme. Philly Startup Leaders supports us at every turn, including the #AmplifyPhilly event at SXSW 2017. We have been mentored through the vibrant Maker MeetUp group. The ‘can do’ and grit of Philadelphia put us in contact with hard working and talented Philadelphians that have helped us grow at every stage. Our founding team is diverse and we continue to be able to draw on Philadelphia’s diversity to support our organization as we grow.

KAREN HOGAN
CO-FOUNDER & CHIEF SCIENTIFIC OFFICER, BIOREALIZE
A unique characteristic about Philly greatly helpful for BPM-D is the large number of leading universities addressing digitalization value-driven process management as well as superior customer experience and design thinking. BPM-D works closely with the University of Pennsylvania, Widener University, Temple University and Jefferson University. We collaborate on joint research to benefit from the leading know-how, hire great employees and validate our thinking by teaching entire classes in those universities.

**DR. MATHIAS KIRCHMER**
MANAGING DIRECTOR & CO-CEO, BPM-D

Philly has grit. People always say, "I'm looking for someone who doesn't mind getting their fingernails dirty", or "can understand strategy but execute on delivery." Those statements represent most of the people in Philly.

**DAVE BECKER**
CEO, CAMPUSESP

Philadelphia's business environment is collaborative and supportive, which helped me go from a newcomer and first-time entrepreneur to CEO of a seven person, revenue-generating company in 18 months.

**JON KELLY**
CEO, CANARY COMPLIANCE

We have a unique and deeply connected software development community.

**TRACEY WELSON-ROSSMAN**
CMO, CHARIOT SOLUTIONS

As a business leader in the Greater Philadelphia region, I encourage you to consider locating Amazon's HQ2 in this cost-effective, highly accessible, innovative metropolitan area. Amazon leaders and staff will have everything they need for an energizing, productive work life and a robust, well-rounded personal and family life in a community with excellent health care, outstanding education, visionary innovation and exceptional culture at every turn. The benefits of the Greater Philadelphia region will be highly valuable to recruitment and retention for your forward-thinking enterprise.

**JANICE E. NEVIN, M.D., MPH**
PRESIDENT & CEO, CHRISTIANA CARE HEALTH SYSTEM

The Philadelphia region is world-class and street-smart. Global leadership in Life Sciences allows us to pioneer new medicines and care breakthroughs. Our vibrant technology community is producing emerging platforms and companies driving digital diversity. Backed by an array of top-tier academic centers producing tomorrow’s leaders, the Philly region always fights above its weight class, we’re ready to take on the challenges of the future – and win.

**STEVE WRAY**
CEO, CLOUDMINE

Philly has high caliber talent, a friendly community, and an affordable cost of living (so people stick around).

**COREY CRAWFORD**
VP, FINANCE, CLOUDMINE
We have the land, we have the resources, and we have the wherewithal to catapult the city; and it needs a catalyst. Philadelphia’s ready, and I think Philadelphia will be one of the great cities in the world for the next 200 years.

BRIAN ROBERTS
CEO, COMCAST

Philadelphia is recognized as a leader nationally in the sustainable business community. As a Public Benefit Corporation with a social justice mission, being based in a city with many other businesses focused on the triple bottom line of profit, people and place has strengthened the company’s connections and collaborations. The large number of colleges and universities in the region provide for recruitment of high qualified staff who are attracted to a mission-driven company active in a well-established community. The strong presence of technology companies in the city allows Communally to offer staff multiple development and networking opportunities.

MARY WHALEN
DIRECTOR, STRATEGIC INITIATIVES, COMMUNALLY

We built a company that is rooted in artificial intelligence, neural networks, deep learning, machine learning, and we’re able to draw talent of that caliber right here in Philadelphia. Most importantly, we’re able to retain them. We still have software engineers on our team that have been here for more than four years. In the Silicon Valley, in the tech ecosystem, that’s a near impossibility.

APU GUPTA
CO-FOUNDER & CEO, CURALATE

Building a startup involves hard work, hustle, collaboration, rolling up your sleeves and figuring stuff out. Those characteristics describe Curalate’s workforce and they describe the Philly spirit. What’s more, there is no more exciting city in the country right now than Philly given the population changes we’re seeing. This is a long time in the making and those of us who live here have known it for some time, but now the rest of the country is beginning to take notice. Being in Philly at the moment feels like somehow hitching yourself to a rocket ship that has already taken off.

LUKE BUTLER
MANAGER, STRATEGY AND OPERATIONS, CURALATE

When I read Amazon’s Leadership Principles, my first thought was, “This HQ2 absolutely belongs in Philadelphia.” And not because of our prime location, or our passionate civics, or our deep talent pool, though we’re rightfully proud of all of those. But rather because Philadelphia, like Amazon, is built on bootstrap principles. As someone who founded a business here more than 40 years ago, I understand how entrepreneurial spirit—always looking for innovation, never being satisfied to rest on your laurels, always hunting for the best, smartest, hardest-working talent—built Amazon into a global powerhouse: that same spirit also helped Philadelphia reinvent itself as an international business hub and the nation’s only World Heritage City. This has never been a metropolis where “It’s not my job” has been an acceptable response. The idea of all of us, from administrative support to CEO, all rowing in the same direction, toward the same goals, is so deeply ingrained in the business culture here it’s almost part of the ether. As the leader of the largest woman-owned executive search firm in the world whose mission is to find the best and brightest talent, I have seen the talent pool here expand and deepen to levels I have always imagined it would. I’ve also seen the city finally fully blossom into a top-drawer location for business and culture, while still retaining that intimate, convivial “city of neighborhoods” feel. I could have founded a business anywhere. I remain thrilled I did it here.

JUDITH M. VON SELDENECK
CHAIRMAN, DIVERSIFIED SEARCH
As a company that specifically serves our local tri-state area, we can say without a doubt that the Greater Philadelphia region offers an abundance of resources to build and grow a successful enterprise. Since our start 15 years ago, DocuVault has benefited from the region’s many assets, to include a truly genuine collaborative business mindset and a drive for innovation that dovetails well with our own philosophy of continuous improvement.

The ongoing success of our records management solutions depends on a strong regional business pool, and our recent move into a newly built facility that doubled our capacity is proof positive of our expanding opportunities. Our client roster also includes many local municipalities that want to work with local companies to help boost the community as a whole.

From its very beginnings as the birthplace of our nation, the greater Philadelphia region has made it a point to think big, take action, and never settle for second best. We are among the many businesses to benefit from this shared attitude.

KEITH DIMARINO
PRESIDENT, DOCUVAULT DELAWARE VALLEY

With over 80 colleges, universities and trade schools within 80 miles of Philadelphia, we are uniquely positioned to attract the next generation of innovators. Our tech community is DIVERSE! LGBTQ, Black, White, Indian, Asian, Eastern European, etc. Our diversity makes us awesome.

TYLER LYNCH
CLOUD SOLUTIONS ARCHITECT, ELSEVIER

Philly is uniquely positioned to bring success to a tech company, and we saw this first hand with Fame House. We can hire top talent from some of the nation's best universities (Penn, Temple, Drexel, St. Joe's, and more). We can be in NYC or D.C. in any day within two hours for client and partner meetings, and we can fly to almost anywhere we would ever want to go in the world directly from our airport. All of these amazing business amenities, combined with the fact that we get to enjoy world-class food, attractions, entertainment, and sports, has made Philly the perfect fit for Fame House. We have grown here from three people to 65, and we plan to continue to grow.

MIKE FIEBACH
FOUNDER & CEO, FAME HOUSE

Philly provides a business environment that is big enough to provide the resources for a company of any size yet small enough to have a feeling of community where families would be proud to live.

CHRISTOPHER M. WOLFINGTON
CEO, FINPAY

We could go back and forth to New York within a day, we do it all the time. We find that our companies who are located in Philadelphia are within an hour or two train ride of almost all of their customers from Boston down to Washington, D.C. And you can go there, have a productive day of meetings and be back home in the same day.

JOSH KOPELMAN
PARTNER, FIRST ROUND CAPITAL
Philly is one of the most densely populated cities in the US with some of the most passionate online shoppers around. That, coupled with the city’s quick adoption of new technology has allowed us to gain significant traction in a short period of time.

NAPOLEON SUAREZ
CEO, FISHBOX

Philadelphia is physically in a great location to build a company that services other markets, with NYC, Boston, D.C., Baltimore and Wilmington all in close reach. As a location-based data company, FixList is excited to be expanding to other markets while calling Philly home - where the cost of living is respectable, arts, culture, and science are all at your fingertips, and there's room to contribute to the tremendous growth and change as we evolve as a city.

STACEY MOSLEY
FOUNDER & CEO, FIXLIST

Philadelphia is now squarely in that best-of-all-moment: Vibrant, bursting with innovation, arts, and culture—and yet largely undiscovered. Philly has world-class universities and health systems, and the research and breakthroughs in these institutions is accelerating. The talent level here is second to none. My businesses are thriving here, and I wouldn’t want to be anywhere else.

Welcome to Philly!

RICHARD VAGUE
MANAGING PARTNER, GABRIEL INVESTMENTS

Philly = passion + opportunity + accessibility. Not only does Philly have everything you need, but everyone is so willing to help each other and find mutual success.

BEN BOWMAN
FOUNDER & CEO, GOHALFSY

Philadelphia has helped Group K by combining industry, academia, and research in healthcare in one place. Our partners, customers, and the population we serve all are part of Philly.

BRIANNA WRONKO
CEO, GROUP K DIAGNOSTICS, INC.

We established our corporate headquarters in downtown Philadelphia last year after running the business as a virtual office for over a decade. As a technology company, we were not bound to any particular geography, and in fact our largest customer base was in NY, and there were advocates of us choosing that locale. We chose Philadelphia because it was the best choice for our workforce. The company not only received lots of support and incentive from the city and local businesses to move downtown, but when we considered the growing technology landscape, the concentration of healthcare excellence (our industry), the cost of living, the talent pool, the easy commute, and the very large millennial population and all the energy that brings, there wasn’t a better choice to be found.

LEROY JONES
PRESIDENT & CEO, GSI HEALTH
Philly is the epicenter of Healthcare with 42 hospitals within its limits, most being academic hospitals. It is a health care innovation catalyst.

NATHAN HECKER  
TECHNICAL OPERATIONS LEAD, HEALTHSHARE EXCHANGE

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Philadelphia is a melting pot of diversity in people and in thought that our organization has benefited significantly.

YOLANDE GREENE  
PROJECT MANAGER, HEALTHSHARE EXCHANGE

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With strong tech community, low costs and tons of available resources, Philly is a no brainer.

SATYAJEET SHAHADE  
FOUNDER & CEO, HOOTBOARD

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I joined Houwzer as the CTO mainly because I knew the Houwzer Founder and CEO Mike Maher from my own startup's previous tenancy in Benjamin's Desk (of which Mike was also a founder.) Having previously worked in close proximity in to the startup ecosystem and both being interested in real estate technology, Mike and I hit it off years before I had the opportunity to join Houwzer. I don't know that this kind of long term "loop closing" in real estate tech would have been possible in many cities and is a testament to the supportive Philadelphia startup ecosystem.

GREG PHILLIPS  
CTO, HOUWZER

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Philly is big enough to attract world class talent and small enough that companies work as a team for the greater good of pushing innovation forward.

TYLER WALTON  
DIRECTOR OF GROWTH MARKETING, HOUWZER

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Philadelphia has a remarkable combination of technology resources and communities which help propel startups and advance growth stages.

STEVE METZMAN  
PRESIDENT, IBUSINESS TECHNOLOGIES

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Great pool of talent from Ivy Leagues (UPenn and Princeton) to private and state universities. Great public transportation keeps costs per InstaMed employee down.

BILL MARVIN  
FOUNDER & CEO, INSTAMED
The ability to tap into some of the best minds in the world, young, innovative, creative minds, has been tremendously important to us. Not just to us, but to our employees, who have families who wants to see a future for their children in Philadelphia.

OSAGIE IMASOGIE
CHAIRMAN, IROKO PHARMACEUTICALS

The geographic location is excellent. Direct international flights, access to NYC, and affordable real estate prices for families.

TIMOTHY W. WALLACE
CEO, IPIPELINE, INC

Millennials represent the city’s future – and take great pride in honoring its past. They are die-hard fans of local sports, fine dining, bike riding, marathon running, outdoor festivals, museums and other cultural highlights that make Philadelphia special. And most importantly, they are loyal to our city and believe in the power of hard work, commitment, and giving back.

SUSAN JACOBSON
PRESIDENT, JACOBSON STRATEGIC COMMUNICATIONS

Philly is a home for authentic, ground-up innovation. The community is passionate and driven to improve the world.

CHRIS ALFANO
CTO, JARVUS INNOVATIONS

I've spent 25 years in the tech community (nine years in Silicon Valley, three years in Boston, five years in NYC, and now eight years in the Philly area). What sets Philly apart is the fighting spirit - an unrelenting passion to succeed with a strong sense of neighbor and community. I like to call it the "Rocky" culture!

BILL BUTLER
CEO, JOURNEY SALES

As a Philadelphia-based executive search and talent advisory firm, we have a front row seat on the region’s human capital dynamics. While our practice involves sourcing C-level executives from around the country—and boasts clients in 16 different states now—recruiting talent to the Greater Philadelphia region remains a passion for our firm. Our company has been in business for over 23 years, so we’ve had quite a bit of success bringing talent to this area.

In a nutshell, Philly is a fascinating recruitment case study. Often times upon initial outreach a high level candidate is unsure of whether they actually want to live and work in Philly. After all, we’re not NY or DC, right? Yet it is that very fact that makes Philadelphia so compelling for executives. We provide easy access to all that the nation’s financial and political capitals have to offer, with a much better quality of life. The balance of work and life, combined with a much more rational cost of living, make Philly a destination of great personal and professional value. Our experience has been that once an executive settles into their new life and career in this market, they never want to leave!

Amazon would be wise to seriously consider this work/life balance into the site selection equation. I’m happy to share more perspective at any time!

ALAN J. KAPLAN
FOUNDER & CEO, KAPLAN PARTNERS
Our premise and product was co-innovated with Penn Medicine. The extensive healthcare players in Philly enable significant Digital Health Innovation.

RICH MAGER  
COO, KERITON

Today, business leaders who choose Philadelphia and its surrounding suburbs exhibit similar characteristics to those of our country’s founding fathers. We strive to put the needs of our country above self and we exhibit innovative approaches to bring goodness to our region.

SHAWN CAREY  
SVP, SALES AND MARKETING, KEYSTONE NAP

Philadelphia, we say it’s the City of Brotherly Love, and when we say brothers, we mean all types of brothers. That’s the type of city where you can find a home, no matter what you look like or how you worship or how you practice your private life. This is a city that welcomes everybody.

TODD CARMICHAEL  
FOUNDER, LA COLOMBE

Philadelphia is filled with financial and healthcare tech companies that need cybersecurity and like the integrity that comes with working with veterans of the USMC and Intelligence community.

KEVIN HYDE  
MANAGING DIRECTOR, LAYER 8 SECURITY

LiquidHub’s success is tied to Philadelphia in multiple ways. Philadelphia has the important ingredients to foster innovation and business success: educated talent, willing investors, a supportive government / business structure, and a vibrant culture. With the numerous nationally-recognized universities, fastest growing population of millennials in the US, as well as a community that is hard-working, diverse, and humble, it’s no wonder that Philadelphians want to work and call Philadelphia their home. LiquidHub has been fortunate to have all these ingredients in our home town, and they have helped us become the largest customer experience service provider in the Mid-Atlantic region.

SUZANNE LENTZ  
PARTNER, LIQUIDHUB

Philly was an obvious choice due to its accessibility, lower cost of living than other East Coast cities, deeper than expected talent pool, and close proximity to New York and Washington.

SHAWN HUSTON  
MANAGING PARTNER, LSP DATA

Located on the SEPTA regional rail line in Malvern, we have access to the large talent pool in the Philadelphia area with a lot of engineering support.

ANTHONY CALABRO  
VP OF SOFTWARE SYSTEMS, MOMENTUM DYNAMICS
Philly has a fundamental approach to business; we value building real product that has real value. At Monetate we've enjoyed the benefits of a large pool of outstanding engineers who built an infrastructure that influences almost a third of U.S. ecommerce. We've enjoyed the support of large Philadelphia area companies, including QVC and Comcast who are happy to work with startups that can add value.

LUCINDA DNCALFE
CEO, MONETATE

Since our firm’s founding in Philadelphia more than 140 years ago, Morgan Lewis has grown to become one of the top law firms in the world, widely recognized for its unwavering focus on delivering excellent client service and on fostering a collaborative culture that attracts and retains top talent.

As I reflect on how our firm got to where we are today, much of our success can be attributed to Philadelphia’s unique profile. That means a location with ready access to important financial and governmental centers, without being dominated by either, as well as to national and international markets. But it also means “Philadelphia values,” rooted in history and reflected across our region: industry, grit, a results-oriented commitment to excellence in everything that we do, and a genuine ethos and spirit of collaboration, integration, and compassion.

Like Philadelphia today, Morgan Lewis is vibrant, full of energy, and growing. We are able to attract top lawyers, not only from our nationally renowned local universities but also from the leading law schools across the country. We are also able to recruit successfully in our local markets from a talented pool of highly educated, motivated candidates to fill critically important administrative and staff roles. These individuals are drawn to, and stay in, Philadelphia because they see and value a city and region on the rise, with an affordable and high quality of life, amazing cultural and historical attractions, and a thriving nightlife and restaurant scene.

Philadelphia has allowed Morgan Lewis the ability to both engage locally and grow globally. Its people are our leaders. Its values inform ours. We couldn’t be prouder to be part of the fabric of this city.

JAMI WINTZ MCKEON
CHAIR, MORGAN, LEWIS & BOCKIUS LLP

Philadelphia provides Navigate access to the best talent that align to our firm's core values - empathy, integrity, resilience and humility - who are also smart, energetic problem solvers. In addition, we find Philadelphia region to offer us a very attractive cost of living and quality of life.

DAVID CROSSED
MANAGING PARTNER, NAVIGATE

The Philly tech ecosystem is one of the most supportive, collaborative and DIVERSE tech communities I've ever been a part of. People are generous with time, resources and connections. We are a scrappy city with a can-do ethos. It's what makes Philly one of the best places to launch a tech startup.

AMANDA LEVINSON
CO-FOUNDER & COO, NEEDSLIST

It's the home for our key growth team. Oddly enough, corporate HQ is in California. The combination of work ethic, grit, and intelligence in the workforce has been eye-opening to us.

DAVID FORTINO
SVP, AUDIENCE & PRODUCT, NETLINE CORPORATION
The Philadelphia region is the definition of the "Best of Both Worlds". The region is a large metropolitan area with a community feel. It has great universities and research facilities, but maintains a "blue-collar" work ethic. It is home to America's "first" entrepreneur - Ben Franklin - and that spirit continues to exist today from large companies like Comcast and SAP to small companies like LiquidHub and Relay Networks. Organizations like the Philadelphia Alliance for Capital and Technology bring those two worlds together to really make a 1+1 = more than 2 outcome. That is Philadelphia.

MARC LEDERMAN
CO-FOUNDER & GENERAL PARTNER, NEWSPRING

Philadelphia is fertile ground for growing tech companies, which is where NewSpring's Growth strategy focuses its investments. This region consistently ranks in the top 10 metro areas for the Inc. 5000's Fastest Growing Companies list every year.

ANNIE CAUCCI
MARKETING MANAGER, NEWSPRING

Because we’re located in Philadelphia, we have access to a thriving, sizeable tech community that is continuing to flourish because of outstanding higher education institutions, an affordable cost of living, and a vibrant social scene. There is definitely a critical mass of tech talent and prospects, along with a highly collaborative community of like-minded innovators dedicated to growing Philadelphia as a booming technology hub for our country.

LAURA CORISH
MARKETING SPECIALIST, OBJECTFRONTIER, INC.

We have a supportive tech community in the midst of America's most livable large city.

GEOFF DIMASI
PRINCIPAL, P'UNK AVENUE

Fifty years ago, Chuck Pennoni founded Pennoni Associates in the City of Philadelphia. Since that time we have grown to 1200 employees with offices in eight states. No matter how large we grow, Philadelphia will always be our home. The greater Philadelphia region has given us the people, leaders and civic pride to propel our business to greater heights. As a full service engineering firm, we are only as successful as the talent we can recruit. Local University's such as Drexel, Penn, Temple and nearby Lehigh continually provide the very talented and ambitious engineering graduates.

As the birthplace of democracy, Philadelphia’s public officials have a long history of creating communities that allow business and commerce, education, the arts and humanities, urban development and philanthropy to thrive and flourish. Partnering with local governments, our firm has had the opportunity to work on amazing projects that have transformed the local landscape. We routinely partner with local universities on cutting edge technology that will help our nation meet its infrastructure construction and maintenance needs.

And talk about civic pride! No community takes greater pride in their own then our region. Whether we are rooting for our favorite pro and college sports teams, touting the cheesesteak as the greatest sandwich in the world or watching our famous Mummers march down Broad Street on New Year’s day, the City of Brotherly Love and the surrounding region become part of who you are and not just where you live and do business. This place and these people are special, and I know all of us would welcome Amazon with open arms.

ANTHONY S. BARTOLOMEO, PE
PRESIDENT & CEO, PENNONI
One of the best things about Philly is accessibility to senior leaders in the private and public sectors. Everyone is connected to each other and willing to make introductions, not something I've seen elsewhere for a city of its size.

EMEKA OGUH
CEO, PEOPLEJOY

Your proposal smartly expressed a desire for the trinity of great urbanism: density, walkability, diversity. Of all the metropolises on the Northeast Corridor, none offers a better version of that mix, at a more affordable price, than Philadelphia. Where else can you have all the fruits of density and still live in a single-family home? Any home buyers you bring in from Seattle are going to have reverse sticker shock.

INGA SAFFRON
ARCHITECTURE CRITIC, PHILADELPHIA INQUIRER

Philadelphia has a long history of innovation and is located within a short drive of other major areas in the Northeast.

VANCE SOUDERS
FOUNDER, PLAS.MD

Incredible talent. Strong, supportive community of collaborators, investors, and clients/customers.

EMILY FOOTE
CO-FOUNDER, PRACTICE XYZ, INC.

Philadelphia provides its residents and businesses with a common identity; a community that is loyal, gritty and independent. At Privakey, we are determined to disrupt a huge market and have found the business and tech community to be incredibly supportive of our lofty goals. We feel like the entire city has our back. This strong support adds fuel to our own determination to succeed.

CHARLES DURKIN
CEO, PRIVAKEY, INC.

We are able to find plenty of willing and eager talent across many levels and types of skills.

TONY IBARGUEN
CEO, QUENCH USA
As Relay has achieved rapid growth in the past few years, we’ve been able to repeatedly draw from the deep, experienced pool of talent that Philadelphia has to offer to help sustain our expansion. We’ve been recognized as a best place to work and often tap into the city’s amazing food, entertainment, and music scene for team events and outings. Additionally, the growing venture capital community in Philadelphia continues to have a positive impact on Relay as two of our main investors are located in the surrounding area. For these reasons and many more, Relay is proud to call Philadelphia home!

MATT GILLIN  
CO-FOUNDER & CEO, RELAY NETWORK

From inception to successful exit over a nine year growth arc, my co-founders and I grew RevZilla to be the dominant player within our vertical with nothing but the full support of Philadelphia behind us. I’d even go as far as calling the city of Philadelphia an honorary early investor in the company by way of its consistent low cost of living, robust talent pool and accessible network of leaders, in both public and private sectors, offering their time and expertise to help our business thrive. Philadelphia is a city with big-league amenities anchored by an supportive cultural warmth that is typically lost in larger more mature markets. A great place to live, work, run a business and enjoy; which is only getting better.

ANTHONY BUCCI  
FOUNDER, REVZILLA

The Philly tech / startup environment is exceptional, coupled with nearly 100 universities within a 25 mile radius of Philadelphia providing an incredible talent pool. Add the local infrastructure for angel, venture, and PE firms and you have a winning, vibrant business environment.

ANTHONY GOLD  
CO-FOUNDER & COO, ROAR FOR GOOD, LLC

We continually see great talent in this city, especially technical, plus have train, plane, and highway connectivity.

MARK SWITAJ  
CEO, ROUNDTRIP

Access and Customers. The Mid-Atlantic / Northeast corridor is to commercialization what Silicon Valley is to engineers. If you’re going to sell something to a business, you’re likely going to travel to the Northeast. Within a 300-mile radius exist some of the most important industries of the 21st century, which represent target customers for aspiring business-oriented startups: Media & Communications; Financial Services; Government; Healthcare; Manufacturing & Industrial.

STEVE ZARRILLI  
PRESIDENT & CEO, SAFEGUARD SCIENTIFICS

Proximity to New York City and D.C. are great, don't get me wrong, but Philly will build an entrepreneur's character. The city will give you a reality check when you need it, and the grit to overcome any hurdle. Our love isn't unconditional - what are you going to do for us? That's the question we should be asking.

ANTHONY STIPA  
MARKETING COMMUNICATIONS ASSOCIATE, SAFEGUARD SCIENTIFICS
Philly has the hardest working people on the planet.

BOB BYRNE
HEAD OF MEDIA RELATIONS, SAP

Philadelphia is SAP's North America headquarters and helped put SAP on the map in the U.S. In 2018, we celebrate SAP America's 30th anniversary and it all started in this city of brotherly love.

STEVE COLLINS
PRODUCT MANAGER, SAP

With several world-recognized healthcare institutions (e.g., UPenn, Jefferson), and a thriving entrepreneurial ecosystem, this region is poised to become one of the leading hubs for innovation in health care.

PHILIP HEIFETZ
CEO, SATURN CARE

Throughout this RFP process, proud Philadelphians have noted the unique benefits that our city offers as a leading community partner. Philly's geographic placement on the Northeast corridor, its world-class collection of institutions in Education, Medicine, and the Arts, and our topnotch hospitality scene (seriously, have you tried an Old Fashioned from Vernick or the lamb shoulder from Zahav?), are all quite compelling reasons on their own.

Yet, when you're considering a game-changing investment like HQ2, a partnership fit goes well beyond the tangible assets on paper; the cultural osmosis taking place between HQ2 and its new home will be equally imperative in determining the highest and best alignment of Amazon’s mission. In addition to Philly’s incredible institutions and intellectual capital, what differentiates us from our urban peers is our collaborative culture – a diverse, yet unified network that thinks big and creates change. A culture where our communities are not only tightly-knit, but also working symbiotically with one another regardless of race, gender, monetary status, or field of work.

Philadelphia is a city where leaders in education, business, government, hospitality, arts, and social impact are united to advance the city’s mission. It’s why Philly’s panel at this year’s SXSW will feature Mayor Jim Kenney alongside John Fry (President, Drexel University), Dalilla Wilson (SVP/Community Investment, Comcast), and myself to discuss the importance of public / private partnerships in driving Social Entrepreneurship. This coalescent of diverse leadership is the epitome of the PHL brand.

As the U.S.’s first—and only—World Heritage City, Philadelphia has rich historical influence on the story of humankind. PHL is the American home of religious tolerance and liberty, groundbreaking developments in urban planning, and the birthplace of American democracy. We take deep pride in these roots, yet understand it’s no reason to rest on our laurels. Instead, we insist on the highest standards and consider it Philadelphia's responsibility to be at the forefront of global change. As a diverse marketplace with a people-first culture, Philadelphia is a home that not only facilitates—but also greatly elevates—Amazon’s wide-reaching mission.

NICK BAYER
FOUNDER & CEO, SAXBYS
Philly's relatively low cost to live and do business, as well as its large talent pool from leading universities and a young demographic make it an ideal location to attract young talent, and help them build their careers and families here. In addition, its proximity to New York, D.C., and the "Pharma Corridor" in NJ and King of Prussia make it a hub to be considered in any industry, especially those in healthcare, technology, fintech, and retail.

DEREK LUNDSTEN
CEO, SCRIMMAGE

SEI has proudly been headquartered in Philadelphia since its inception in 1968. After almost 50 years and global expansion, SEI remains in the region because of Philadelphia's excellent talent pool and opportunities for expansion.

MELISSA BIANCO
CORPORATE COMMUNICATIONS ANALYST, SEI

Incredible tech and business talent from local universities; low cost of living; easy, short commute; access to all major Eastern cities within an hour or two.

TED MANN
CEO, SLICE

After moving here from SF to start SocialLadder, I was blown away by everything Philadelphia has to offer a startup. Philadelphia is the 5th largest city in the US and 20th for cost of living which has made a BIG difference for us as a startup. We have become a globally recognized company & attracted world class talent to join our team, but we haven't had to fundraise just to pay the rent.

ALANA BLY
CO-FOUNDER, SOCIALLADDER

Because you get the best of both worlds in Philly - a major city but also a city of neighborhoods allowing you to start, grow and stay. Philly allows you to build true relationships with residents and businesses; you feel comfortable enough to be yourself and build your dreams. As the brand of Philly expands I have no doubt that more companies like Amazon will make Philly their 2nd home.

TIFFANIE STANARD
FOUNDER & CEO, STIMULUS

Philadelphia has provided Stitch with an ample supply of world-class team members at a competitive regional cost. Philly boasts a large network of renowned universities, a low regional cost of living, and a massive metropolitan population size. These have given us access to a seemingly limitless talent network at an affordable price, something our peers in other cities seem to perpetually struggle to find.

ROBERT MOORE
CHAIRMAN, STITCH, INC.

Some say we’re salty. That's grit. And it's prevalent in each business community.

FELICITE MOORMAN
CEO, STRATIS & BULOGICS
It's quite affordable, has great schools, and a welcoming tech community.

JACK ARCHER
FOUNDER & CEO, TABLETOP DATA, INC.

Philly has an amazing community of collaborators and resources to help any business thrive. We all want to see success for each other and the city, which is what makes it inspiring to do business and grow a team here.

MELISSA SCHIPKE
FOUNDER & CEO, TASSL

Philly has an amazing tech scene and diverse support culture. We have one of the largest Girl Develop It chapters in the Country, with the most members and classes available to women of all ages!

AMY CLIETT
NATIONAL OUTREACH MANAGER, TECHGIRLZ

The mid-Atlantic is one of the most productive and densely populated corridors on the planet, and Philadelphia is an ideal, centrally located, transited major urban hub therein. It has the infrastructure and scale for being one of the country’s largest cities with the additional benefit of being along this major innovation region.

CHRISTOPHER WINK
CEO, TECHNICALLY MEDIA

As Philadelphia’s public university, and a city institution for more than 130 years, we are delighted to contribute to the efforts to bring Amazon to Philadelphia.

Temple is a destination university in a destination city. We sit in the heart of the birthplace of independence -- today a thriving metropolis of more than 1.5 million people. Philadelphia has produced and been shaped by founding fathers, brilliant artists and groundbreaking scientists. The university is woven into the city’s fabric, giving our students living breathing lessons in history, arts, culture and industry.

Our founder had an audacious idea: make education available to the working class people in the city. His dream fuels our commitment to keep Temple accessible, high quality, engaged with the city, affordable and diverse. From that vision emerged a perseverance that has helped our institution flourish along with Philadelphia. We are a top-ranked research institution with eight campuses worldwide. Our student body of more than 40,000 comes from across the nation and around the world. They also stay here. One in seven Philadelphia residents with a college degree are Temple made. Our alumni are a diverse, fearless and eager talent pool for Amazon. Employers overwhelmingly praise Temple graduates for their distinctive tenacity.

Temple faculty take on tough issues: fortifying cyber security, curing AIDS, finding dark matter, and fighting the opioid crisis. We are developing better materials to protect soldiers in combat and athletes on the field. Our inventors solve the problems of our city and our society, and our students turn their ideas into new products and ventures. Our successes are a natural complement to the excellence of our peer institutions in the city. Together we are a profound support system for the goals of Amazon’s expansion and I join my colleagues in welcoming you to our innovative, spirited, delightful city!

RICHARD M. ENGLERT
PRESIDENT, TEMPLE UNIVERSITY
We hire experts in health informatics and others highly trained in the tech field, and take advantage of the strong programs from local schools such as Drexel and Upenn.

**BONNIE OFFIT**
URGENT CARE PHYSICIAN, THE CHILDREN'S HOSPITAL OF PHILADELPHIA

Philly is the best US market for Union Core America's product launch because of the diversity of vehicles located within 200 miles of the city, the number of vehicles that travel through the city on a daily basis, and diversity of affluence of the greater Philadelphia area for testing market concepts.

**GERALD JONES**
CEO, UNION CORE AMERICA, LLC

Philadelphia is a city built on curiosity and innovation. Since the Founding Fathers drafted the Constitution, Philadelphians have been asking “What’s next?” That drive to imagine and invent the future gave us the first university, the first hospital, the first computer, the first planned city in America -- and of course the first (and ongoing) US government.

Today it’s exemplified by the curious minds at our 104 colleges and universities, the researchers and physicians in our world-class hospitals and research institutions, and the entrepreneurs and innovators across the region who are continuously seeking fresh approaches to significant problems.

Add in talent, infrastructure and quality of life, and it’s clear that Philly is the prime place for Amazon to discover – and invent – its future.

**STEPHEN S. TANG, PH.D., MBA**
PRESIDENT & CEO, UNIVERSITY CITY SCIENCE CENTER

When you bring the smartest people together with the best possible resources, you get new ideas. You get discovery, you get day one innovation. That’s the kind of approach that has made Amazon great and that’s what I feel across Philadelphia. This city forged the nation’s future. If you want to catch a glimpse of how things will look in the years to come, this is the place to be.

**DR. AMY GUTMANN**
PRESIDENT, UNIVERSITY OF PENNSYLVANIA

Philadelphia is a city of movers and shakers. We are hustlers and we get the job done. I think the grief Philadelphia is often given when it comes to sports shows the best parts of our city as opposed to the negatives, it shows our passion and spirit! We are lucky to live in a city that gets the job done and as a community, I have lived all over this city from my childhood in Kensington, to College at Temple and finally young adult life in South Philly. We have it all, at each stage of life Philadelphia has provided me with a life I love and an atmosphere to flourish in! I truly believe that the best people find their way to our city, if only for a short stay, but we are the birthplace of a nation, the keystone of the region and a city on the rise that would benefit a company like Amazon and their customers.

**KAITLYN BARLOW**
ASSISTANT, CAREER SERVICES, UNIVERSITY OF PENNSYLVANIA

I am Sharmain Matlock-Turner, the President and CEO of the Urban Affairs Coalition (UAC). UAC is a 48 year old nonprofit in Philadelphia that works deeply with local government, corporations and grassroots leaders to support and manage over 65 programs, 500 employees and $36M of social impact funding. Our programs reach over 150,000 individuals in need every year throughout Philadelphia.
Amazon would be an incredible institutional partner in Philadelphia’s city-wide collaborative efforts to attract, retain and foster a competitive 21st century workforce. Philadelphia works best when it works together for a common goal. A few recent examples of high impact public-private partnerships include:

- The KEYSPOT initiative, a public-private partnership to bridge the digital divide and support a network of over 50 community-based public access technology centers throughout Philadelphia.
- Philadelphia’s Read by 4th Campaign, a citywide effort of over 90 organizations, public and private, large and small, aiming to significantly increase the number of students in Philadelphia entering the 4th grade at reading level by 2020.
- The WorkReady program, which provides over 9,000 low-income youth with summer jobs via a $25M investment from public and private sectors. Our mayor has made a commitment to increasing the number of summer opportunities to 16,000 by the end of his first term in 2020 – improving the economic outcomes of the city’s youth and creating a pipeline of skilled 21st century workers.

All of these efforts align with Amazon’s strategic long-term thinking when it comes to establishing a headquarters in a city that shares its vision and values. By making large-scale collaborative investments in all of Philadelphia’s citizens, we invest in a future where equality of opportunity makes Philadelphia the strongest of 21st century cities.

SHARMAIN W. MATLOCK-TURNER
PRESIDENT & CEO, URBAN AFFAIRS COALITION

People want to be in Philly. It’s a city on the rise. When you start putting smart, motivated people together in the same place good things happen. Our founding team got together because of the Philly link.

MARCUS TEWKSBURY
CTO, UTU.AI

Philly has an incredible talent pool. My company is small, and the deep Philly talent pool has allowed me to source incredibly qualified young people to help my company grow. Just as important is that there are a lot of very capable vendors located close by (especially in the maker and logistics industries) that I have been able to rely on for a myriad of challenges I’ve faced. People underestimate how great it is to have companies with 100+ years of knowledge doing unique manufacturing nearby.

DAVID KRUPNICK
PRESIDENT, WEBB MEDICAL

As Greater Philadelphia’s leading public media provider, WHYY is committed to serving the people of southeastern Pennsylvania, southern New Jersey and all of Delaware. We connect these diverse groups to the world’s richest ideas through storytelling, the arts, education and events designed to cultivate honest conversations about challenging and thought provoking topics. Whether engaging Philadelphians around creative partnerships and approaches for public spaces through our PlanPhilly platform, working in conjunction with area media partners to encourage civil political discussion among New Jersey voters or teaching Delaware elementary, middle & high school students about the election process, WHYY continues to collaborate with so many organizations and individuals devoted to making our region a stronger and better place to live and visit. The people of this region are our partners and help us to provide our audience with balanced news and information and entertaining content. They are what make the Delaware Valley such a special place. WHYY is also proud to be the home of Fresh Air with Terry Gross, distributed nationally on NPR.

WILLIAM MARRAZZO
PRESIDENT & CEO, WHYY
The Philly Tech Community is an amazing, diverse, passionate group of people. Since getting involved earlier this year, I have been consistently impressed with the quality and frequency of events, volunteer opportunities, and conferences that promote the skills and diversity of our community.

**STACY HUFFSTETLER**  
PARTNER, WIDGETBRAIN

I’ve seen it all, from Philly, all the way to California; and I can absolutely say that our value-add is our diversity. We are a majority-minority city. So, that means every sector of the city, every neighborhood, every person, every ethnicity, every experience, every journey, adds to the value that we have as a city.

**BRIGITTE DANIEL**  
EVP, WILCO ELECTRONIC SYSTEMS, INC.

Philadelphia's diversity is reflected in its technology community and so many other aspects of day to day life in the area. It has been a big part of Wingspan's success and the success of so many other growing software and technology companies.

**MARTIN SNYDER**  
DIRECTOR, SOFTWARE ENGINEERING, WINGSPAN TECHNOLOGY

After moving back to Philly after a few years on the west coast, I was happy to see how the city offers a unique mix of entrepreneurship and civic minded collaborations between companies, meetups, etc.

**JOEL EDEN**  
FOUNDER, WONDERTRON
CONTRIBUTOR LIST
BASHAR W. HANNA, PH.D.
PRESIDENT
BLOOMSBURG UNIVERSITY

DONALD B. TAYLOR
PRESIDENT
CABRINI UNIVERSITY

DR. MATHIAS KIRCHMER
CO-CEO & MANAGING DIRECTOR
BPM-D

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PRESIDENT
CAIRN UNIVERSITY

GERARD H. SWEENEY
PRESIDENT & CEO
BRANDEYWINE REALTY TRUST

DAVE BECKER
CEO
CAMPUSESP

MARK NICKOLICH
CEO
BRASKEM AMERICA

JON KELLY
CEO
CANARY COMPLIANCE

JOHNNY ARELLANO
CAMPUS PRESIDENT
BRIGHTWOOD CAREER INSTITUTE - PHILADELPHIA

NANCY HESSE
INTERIM PRESIDENT & CEO
CANCER TREATMENT CENTERS OF AMERICA AT ERMC

MARC BROWNSTEIN
PRESIDENT & CEO
BROWNSTEIN GROUP

DAVID YADGAROFF
SVP & PHILADELPHIA MARKET MANAGER
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FREEHOLDER DIRECTOR
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CHUBB

LINDA HUGHES
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BURLINGTON COUNTY, NJ

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PRESIDENT & CEO OF PA / NJ / DE
CITIZENS BANK

RYAN PETERS
FREEHOLDER
BURLINGTON COUNTY, NJ

DANA REDD
MAYOR
CITY OF CAMDEN, NJ
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<td>Donald Generals, Jr.</td>
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<td>Richard Jasper</td>
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