



**REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)
ON BEHALF OF THE AMAZON SECOND HEADQUARTERS
TEAM PITTSBURGH COMMITTEE**

HQ2PGH

AMAZON'S NEXT HEADQUARTERS IN PITTSBURGH

RFEI Issue Date: Thursday, September 21, 2017

Proposal Due Date: Thursday, September 28, 2017 at 10:00AM ET

Introduction: Amazon HQ2PGH

In September, Amazon announced their intention to investigate potential locations in North America for the company's second corporate headquarters ("Amazon HQ2"). Currently based in Seattle, Amazon is one of the largest internet retailers and leaders in technology development in the world. On September 7, 2017, Amazon released a [Request for Proposal](#) (the "HQ2 RFP") identifying a competitive site selection process for the potential location of Amazon HQ2.

The Amazon HQ2 Team Pittsburgh Committee ("HQ2PGH") is seeking development partners to submit development proposals, including potential buildings and / or sites (each, an "HQ2 Site"), for inclusion with the HQ2PGH proposal in the Pittsburgh region's response to the HQ2 RFP. We believe that Pittsburgh is an ideal location for Amazon HQ2, due to our competitive cost of living, infrastructure, proximity to universities, strong talent generation and retention, and overall quality of life. We have formed a partnership of government, business, university, non-profit and community organizations to formulate HQ2PGH's proposal, and we encourage you to consider partnering with our team to bring this transformational development opportunity to Pittsburgh.

To be clear, Amazon HQ2 is not a typical headquarters site selection opportunity. As stated in the HQ2 RFP, the proposed investment by Amazon in HQ2 will generate billions of dollars in new investments in our economy and tens of thousands of new jobs in the greater Pittsburgh region. Beginning at the turn of the 20th Century, Pittsburgh was a global leader in the second industrial revolution, we helped build the middle class in America, and we paid the environmental price and suffered when manufacturing jobs began to disappear. We have been working steadily for over 30 years to rebuild Pittsburgh, invest in our universities and infrastructure, and ready our city and region for an opportunity like Amazon HQ2. Today, Pittsburgh is back on the global stage, but this time it's because of our diversified economy of technology, robotics, finance, education, life sciences and energy. We are one of the few regions in the country with dedicated revenue sources to support our rich cultural assets, such as our symphony, museums, sports venues, our parks and our Carnegie Library system.

As a potential development partner with HQ2PGH, we encourage you to think big and be creative. Tell us how your HQ2 Site is realistically capable of achieving Amazon's highest standards of sustainability, connectivity, place-making, and other preferences set forth in the HQ2 RFP. Explain how your site is uniquely positioned to attract and retain talent, foster a sense of place, and cultivate classic Pittsburgh local culture and creativity into the proposed Amazon HQ2. We will also place a preference on sites that catalyze investments in adjacent underserved neighborhoods, and provide for investments in our people, so that all residents of greater Pittsburgh can share with Amazon in this potential opportunity for substantial economic growth.

Response Summary

Your response to this RFEI may include one or more proposed HQ2 Sites, and include one or more owners or development teams. Collaboration among potential respondents is strongly encouraged, so that we are able to procure the best possible Pittsburgh opportunity for Amazon HQ2. In considering responses to this RFEI, you should clearly demonstrate how your development proposal and proposed HQ2 Site achieves the following commitments:

- Compliance with the requirements and preferences of the Amazon HQ2 project as identified in the HQ2 RFP, located at: ([https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504 .pdf](https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504.pdf))
- Demonstration of approximately 500,000 square feet of space available by 2019, and capability or proximity with other potential HQ2 Sites with collective capacity for up to 8,000,000 square feet beyond 2027. Responses may include shovel-ready sites, infill sites, existing buildings, or a combination thereof, but should demonstrate readiness for achieving the requirements and preferences in the HQ2 RFP.
- Alignment with the HQ2PGH's commitment to equity and inclusion, including connection with underserved communities and promotion of job growth.
- Commitment to the Amazon employee experience, as well as the community impacts of proposed HQ2 Site, including consideration for walkability and environmental sustainability.
- Demonstration that each proposed HQ2 Site has existing or potential capabilities for direct access to mass transit, fostering a sense of place, promotion of a pedestrian friendly environment, optimal fiber connectivity and cellular phone coverage, cultivation of local culture and creativity, and connectivity options such as sidewalks, bike lanes, trams, metro, bus, light rail, train and additional creative options to foster connectivity between buildings and facilities at one or more HQ2 Sites.
- Commitment to holding the proposed HQ2 Site for Amazon's evaluation as part of the HQ2 RFP response. Responses may include exclusivity commitments to hold properties off the market for a period of time, offers of option arrangements to HQ2PGH or other similar site control commitments. Describe your willingness to enter into a binding option agreement with HQ2PGH, including proposed price methodology, length of option term and extensions.
- Demonstration of your willingness to enter into all / any of the following transaction types for each HQ2 Site: sell land, build to suit, ground lease, trade land, or donate land.
- Demonstration of your willingness to participate in, utilize and maintain compliance for potential public funding sources at the HQ2 Site. In the event public funds are provided, demonstration of your willingness to reduce project costs commensurate with amounts provided.
- Commitment of developer partner incentives at the potential HQ2 Site, including but not limited to offering free or reduced land, commitment of site pre-development budget, or other economic and non-economic incentives to attract the investment by Amazon HQ2.

Additional Considerations

In many respects, Pittsburgh has been preparing itself for an opportunity like Amazon HQ2 for several decades, as evidenced by a substantial body of work intended to procure sustainable and equitable

development in our city and region. Your response to this RFEI should demonstrate how your proposed HQ2 Site has the potential for advancing the following:

- Leverages the opportunities to realize Pittsburgh's innovation assets, as described in the September 2017 Brookings Institute report *Capturing the Next Economy: Pittsburgh's Rise as a Global Innovation City*, located at: (https://www.brookings.edu/wp-content/uploads/2017/09/pittsburgh_full.pdf)
- Advances our regional commitments to People, Planet, Performance and Place, as contained in the October 2016 *P4 Performance Measures Report*, located at: (http://p4pittsburgh.org/media/W1siZiIsIjIwMTYvMTAvMTEvbmd5a3FsYWZnX3A0X1BlcmZvc m1hbmNlX01lYXN1cmVzX2ZpbmFsLnBkZiJdXQ/p4-Performance_Measures-final.pdf)
- Advances our regional commitments to equitable development, as described in the 2016 PolicyLink report *Equitable Development: The Path to an All-In Pittsburgh*, located at (http://www.policylink.org/sites/default/files/report_pittsburgh_FINAL_PDF_0.pdf)

Please consider and demonstrate in your response how your proposed HQ2 Site will not only impact Amazon, but also enhance the quality of life of all residents of greater Pittsburgh.

HQ2 Site Information

As part of your response, please provide the following information (including any relevant supporting documentation) with respect to each HQ2 Site:

- Site ownership information, including name, contact information, entity structure, and recent ownership history.
- Clear demonstration of site ownership and control of approximately 500,000 square feet to be delivered in Phase I (2019).
- Proposed rental rates / ranges for Phase I (approximately 500,000 square feet), to the extent your proposal involves a lease arrangement.
- Site control strategy to achieve up to 8,000,000 square feet beyond 2027. If multiple owners are submitting a response, please demonstrate a clear rationale as to how the various sites work together. HQ2PGH reserves the right to facilitate partnerships among respondents (including private and publicly-owned sites) to ensure a viable site control strategy.
- Site address and Tax identification.
- Maps of the site, including any buildings with overlaid features.
- Acreage and total available square feet (gross, rentable and/or usable) with any building or site amenities.

- Zoning, entitlement and land use information, along with leasing, use or other controls.
- Current tax abatement or increment capture mechanisms currently in place at the site.
- Any environmental concerns at the site, as well as whether any environmental site assessments or pre-development work has been completed at the site.

Response Submission

1. One (1) electronic copy and five (5) hard copies.
2. Please limit your submission to ten (10) pages, exclusive of Exhibits.
3. Cover letter to HQ2PGH summarizing why your HQ2 Site proposal is the best Pittsburgh submission for Amazon HQ2.

Inquiries

All inquiries related to this RFEI, or other suggestions relating to our efforts with respect to Amazon HQ2, should be directed in writing by electronic mail to:

AmazonPGH@pittsburghpa.gov

Review of RFEI Responses

The HQ2PGH Committee reserves the right to invite respondents to interview after reviewing their response(s). Responses that are either incomplete or not in compliance with the requirements of the RFEI may be excluded from consideration.

Submission Deadline – Thursday, September 28, 2017 by 10:00AM.

Respondents should submit one (1) electronic copy and five (5) hard copies of a package delivered by hand or Express Mail or other nationally-known overnight courier to:

HQ2PGH Team Pittsburgh
2 PNC Plaza; Fourth Floor
Pittsburgh, PA 15222

AmazonPGH@pittsburghpa.gov

Authorization for Release of Information

Potential development partners responding to this RFEI may receive substantial benefits if the response is used by HQ2PGH related to the Amazon HQ2 proposal (the "Project"). Accordingly, intending to be legally bound hereby, by formally responding to this RFEI, you hereby agree to the following conditions as consideration (this "Authorization") for submitting your response to HQ2PGH:

1. Your response and all information submitted to HQ2PGH related to the Project (collectively, the "Information") may be used by HQ2PGH and its participants, members, agents, representatives, successors, and assigns at any time, in any manner, and for any purpose, whether related to the Project or otherwise.

2. You represent that you have full authority to submit the Information to HQ2PGH and to enter into this Authorization and that you have not conveyed any interest in the Information to any other individual or entity that would prohibit you from entering into this Authorization.

3. HQ2PGH, in its sole discretion, may choose to use, not use, retain, disseminate, and take any action, or refrain from taking any action, with regard to the Information.

4. All costs associated with the creation of your submission are your responsibility and will not be reimbursed by HQ2PGH.

5. Selection of a potential site by HQ2PGH does not guarantee that such site will be selected by Amazon in the event they choose to locate HQ2 in Pittsburgh.

6. HQ2PGH, in its sole discretion, reserves the right to select sites that have not been included in submissions in response to the RFEI.

7. You, on behalf of yourself and related persons, partnerships, corporations, or other entities, and their respective heirs, predecessors, successors, agents, and principals, hereby releases and forever discharges HQ2PGH and its participants, members, agents, representatives, successors, and attorneys, including, but not limited to, the County of Allegheny, the City of Pittsburgh, the Urban Redevelopment Authority of Pittsburgh, the Redevelopment Authority of Allegheny County, and Allegheny Conference (collectively, the "Released Parties") from and against all actions, causes of action, claims, suits, debts, liens, damages, judgments, and demands whatsoever that Applicant has, had, or may have in the future, related to or arising from the Response, the Information, this Authorization, and/or the actions or inactions of the Released Parties with regard to the same.

8. Applicant agrees to indemnify, defend, and hold harmless the Released Parties from any and all claims, demands, losses, and/or costs (including reasonable attorneys' fees) arising from, and/or related to, any error, omission, and/or material misrepresentation in the Information.