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26TH DISTRICT, NEW YORK

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September 8, 2017

Mr. Jeff Bezos
Chief Executive Officer
Amazon
410 Terry Ave. North
Seattle, WA 98109

Re: Support for HQ2 submission by Buffalo and Niagara Falls, NY metro.

Dear Mr. Bezos:

A submission will shortly be made on behalf of the Buffalo and Niagara Falls, NY metro area in order to attract Amazon's HQ2 development project. I write to convey my support for this initiative.

In addition to meeting and exceeding the criteria laid out in your RFP, there are three specific areas that commend Buffalo for your consideration which can be important competitive advantages to you but which may not be entirely obvious:

- 1) **Climate resilience.** Climate change is real, and it will have tangible impacts for metro areas twenty, thirty and fifty years from now. While communities on the Atlantic, Pacific and Gulf coasts will be presented with rising sea levels, and some cities will face draught and some will face increasing heat, models generally agree that Buffalo will continue on with a moderate, four-season climate and an abundance of fresh, clean water.
- 2) **Proximity to Canada.** With the RFP's indication that HQ2 may be located in either the U.S. or Canada, it is clear that the Canadian market, and its 36 million consumers, is an integral part of your plans. No MSA in the US or Canada is more fully integrated with its international neighbor in terms of economy, culture, or even individual families as ours is, and no other market can provide you as effective a platform to reach important markets in both countries.
- 3) **Culture of Innovation.** Western New York returning to its roots from the industrial revolution by rediscovering its culture of innovation. Home to twenty- eight colleges and universities, including the University at Buffalo, the flagship research university of the SUNY system, the region boasts a well- educated work force with low turnover rates and highly skilled workers. Initiatives like the 43 North business competition and a diverse array of incubators are helping to foster a spirit of entrepreneurship here.

Thank you very much for your consideration of the submission which will be made on behalf of the Buffalo and Niagara Falls metro area. I am confident that a full review of all of the options will commend this metro to you for serious consideration. I am pleased to recommend it to you. Please do not hesitate to reach me at the telephone numbers above if I can be of any assistance.

Sincerely,

A handwritten signature in blue ink that reads "Brian Higgins". The signature is fluid and cursive, with a horizontal line extending to the right from the end of the name.

Brian Higgins
Member of Congress

Cc: Mr. Jay Carney
Senior Vice President for Government Affairs
Amazon
601 New Jersey Ave., NW
Washington, DC 20001