

## WHO WE ARE

The Greater Washington Partnership is a first-of-its-kind civic alliance of CEOs in the region drawing from the leading employers and entrepreneurs committed to making the Capital Region of Baltimore, Washington, and Richmond one of the world's best places to live, work and build a business. Employing nearly 200,000 people across the region, we leverage our CEOs and their organizations' capabilities, resources, and influence in service of the public interest. The Partnership's formation in late 2016 – with the support of the political leadership of Maryland, Virginia, and the District of Columbia – comes from a recognition that the CEOs of the leading employers need to consistently be at the table, working together to help break down the barriers that hold back solutions. We are committed to the region for the long-term, fostering unity and advancing growth to ensure that we achieve our full potential. The Partnership will drive two foundational outcomes for the region – improving the region's transportation system and enhancing our region's ability to develop, attract and retain the talent our region's businesses need.

The CEOs that make up our organization span the geography of our region, employ nearly 200,000 people in the region, and represent a wide range of innovative organizations across industries, including Capital One, Northrop Grumman, Under Armour, and Dominion Energy. The full list of our Board Members is included at the end of this document.

We look forward to partnering with Amazon to make your expansion in the Capital Region a success.

### *Our Vision*

#### *By working together ...*

We will leverage our unique strengths, our diversity and the power of commerce to help make the 'Capital Region' of Baltimore, Washington, and Richmond...

- ... a dynamic and inventive business environment with a purpose driven community
- ... a home for those seeking opportunity to fulfill their aspirations and thrive
- ... an economic power house that attracts the creatives, entrepreneurs, technologists and people who dream big
- ... a place with the transportation, housing, education, and healthcare systems designed and shaped for the 21<sup>st</sup> century
- ... a global magnet for talent and innovation

Establishing Baltimore, Washington, and Richmond as the model for a thriving super-region.

## OUR REGION

The Capital Region of Baltimore, Washington, and Richmond is the third largest U.S. regional economy and seventh largest in the world with more than 10 million residents and over \$650 billion in annual gross regional product. With unparalleled strengths and assets – our highly educated, diverse and talented people, our world-class universities and federal research facilities, our global connectedness through our airports, ports, embassies, and digital infrastructure, and our unique position as home to the U.S. federal government – the Capital Region provides an unmatched opportunity for Amazon’s second headquarters facility, accessing the best of an increasingly interconnected super-region.

***The world’s most educated, talented, and diverse workforce.*** Our region has always been a magnet for those seeking to solve the world’s most complicated and impactful problems, from technologists seeking to put a man on the moon or sequence the human genome, to visionaries attempting to make our country and our world more secure and more just. With a workforce of 6.7 million spanning from Baltimore to Richmond, our region offers the deepest, most diverse, most highly educated workforce of any region in North America. 46 percent of the region’s working age adults have at least a bachelor’s degree, more than any other region in the U.S. We rank second amongst U.S. regions for STEM workers in computer and mathematical fields and tech oriented degrees and certificates. We have a significantly more diverse workforce than the U.S. average, and there are more than 184 languages spoken across the region. And with nearly one million students enrolled in the more than 100 higher education institutions across the region, graduating 256,000 each year, our talent pipeline is unmatched.

***The world’s leading technology, research, and ideas hub.*** Our region has long been the home to some of the world’s leading scientific and academic research, developing and translating technologies that have driven the global economy’s growth for decades. We have 115 federal labs and federally-funded research institutions, providing global leadership in a range of potential breakthrough areas from precision medicine to applied physics to advanced materials to digital security. And in a world where technology, markets, and governance are increasingly intertwined, locating business decision-making, product development, and commercial operations in a region fluent in the worlds of both business and policy can spur innovation and more effectively unlock opportunity that benefits all.

***The world’s global gateway.*** Since the founding of the United States, the Capital Region has grown in its global influence and connectedness. A home in our region puts you at the center of the most connected place, anywhere in the world: more than 175 embassies providing immediate access to leaders and governments in every major country; four international airports (Washington Dulles, BWI Marshall, Reagan National, and Richmond International) providing direct connectivity to every major domestic and international destination; the Ports of Virginia and Baltimore at the southern and northern edges of our region providing global freight connectivity; and the densest intersection of fiber networks anywhere in the world.

## GREATER WASHINGTON PARTNERSHIP'S COMMITMENT TO AMAZON

The formation of the Partnership is a demonstration of the commitment that our region's leading employers and entrepreneurs have to the long-term health and vitality of the Capital Region. Our long-term perspective will help to define our region's agenda – cutting across political cycles and party lines – and our near-term urgency and fact-based approach will unlock solutions to the issues most important to our region's competitiveness and prospective employers.

### *Fostering Unity*

Our commitment is real. By fostering unity across the business, government, academic, and philanthropic sectors, we can enable the ongoing collaboration needed to drive solutions that cut across our region geographic and political boundaries. We know what our region has to offer, and we know that with the consistent participation and engagement of CEOs representing employers in the region we can shape the best place in the world to live, work, and build a business.

### *Our Priorities*

*Regional Mobility*: A region's transportation is central to quality of life, attracting and retaining a world-leading workforce, and driving inclusive growth. The Capital Region brings deep investments and strong underlying transportation assets, but we recognize that more needs to be done to fully harness the agglomeration benefits of our emerging super-region, and address the challenges that accompany growth. The Partnership is committed to developing, advocating for, and executing a range of solutions focused around four primary outcomes:

- Connecting the super-region: We must connect our major activity centers through fast, reliable, and diverse transportation options, beginning with world-class connectivity between the business centers in Washington, Baltimore, and Richmond;
- Improving the consumer experience: Travel to and from daily destinations should be seamless and reliable across a network of transportation options cutting across our region's jurisdictional boundaries;
- Ensuring equitable access: Every resident of our region – regardless of his or her community – should have affordable transportation access to employment and educational opportunities, enabling economic mobility and opportunity;
- Integrating innovation: With our size and diverse population, the Capital Region can lead the nation in providing new mobility options to its residents and businesses by incentivizing and enabling the consistent, seamless, and rapid adoption of transformative innovations.

*Tech Talent*: Our region's human capital is its greatest asset, with high educational attainment levels and a robust university and educational system. Nevertheless, with rapid evolution of technologies and an increasing reliance on knowledge workers, we recognize that employers and education providers must work more closely and more nimbly than ever to ensure we remain a premier source and destination for talent, and one that is highly responsive to the needs of its employers. To that end, the Capital Region is building on its many areas of strength, including its global leadership in secure information technology. Today, the region produces more than 2.5

times the number of graduates prepared for careers in information security than any other region in the country. As security becomes a central feature in all products being developed and commercialized, our employers and education providers are taking deliberate actions – including scaling programs in elementary, secondary and post-secondary education, and supporting the attainment of new skills and experience across our existing workforce – to position our region as a hub for the next generation of technology development. Developing needed responsiveness into our region’s ability to develop, attract, and retain tech-oriented talent will ensure that we have the workforce needed to enable employers to meet their rapidly evolving needs.

### ***Our Commitment to Your Success***

Your decision will have a powerful impact on our region’s trajectory – with it brings phenomenal new opportunities and real challenges that together we will confront. Our organization is committed to the long-term health and vitality of this region, driving the solutions growing businesses need to operate, hire, and thrive in this region.

You have our collective commitment to make your entry and growth in the Capital Region a success, and as part of that, a standing invitation to join the Greater Washington Partnership. Together, as part of the region’s leading employers, we will ensure that the Capital Region reaches its enormous potential.

## **GREATER WASHINGTON PARTNERSHIP – BOARD OF DIRECTORS**

Russ Ramsey, *Chair*  
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Ramsey Asset Management

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Founder, Majority Owner, Chairman, and  
CEO  
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Peter Scher, *Vice- Chair*  
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Region  
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Wes Bush  
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Tom Farrell  
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AstraZeneca MedImmune

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Ken Samet  
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