



**DENNIS KUHL**  
Chairman

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

September 27, 2017

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice my support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of companies have come to call Irvine home, and I would like to welcome Amazon to strongly consider making it their home as well.

Sincerely,

Dennis Kuhl  
Chairman  
Angels Baseball

**ANGELS BASEBALL**

2000 Gene Autry Way

Anaheim, California 92806 Tel 714-940-2000  
www.angelsbaseball.com

Fax 714-940-2001



500 S. Main Street, Suite #410, Orange, CA 92868 | P: (714) 953-1300 | F: (714) 953-1302 | [www.ACCOC.org](http://www.ACCOC.org)

October 04, 2017

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

**RE: CITY OF IRVINE AMAZON HEADQUARTERS – SUPPORT**

Dear Mayor Wagner,

The Association of California Cities – Orange County (ACC-OC) facilitates local government leaders who are committed to good public policy on a vast range of issues, including economic development. Our members look at what cities can do to spur economic health in their communities, as well as what can be done on a regional level by collaborating with other cities, private industries, non-profits, and educational institutions. It is with this in mind that we support the City of Irvine's bid to make itself the home to Amazon's proposed second headquarters.

Over the last several decades, the City of Irvine has identified itself as a business-friendly community that has planned to meet the needs of their workforce. The City has established strong partnerships with developers, the Irvine Company and FivePoint, who have joined in supporting the City's bid. This signals that Irvine is prepared to dedicate the land and space that Amazon has specified in their request for proposal (RFP). Amazon has also mentioned the need to prioritize a contract to bidders in areas with more than 1 million people who are also located within 45 minutes of an international airport. This positions Irvine well, as John Wayne International Airport serves the City and the greater region within a short distance from anywhere in the County. Additionally, Orange County's airport just took the top ranking for "large" airports in the latest national quality rankings from J.D. Power.

We would be remised not to mention that propelling Irvine's business-friendly community and hub for innovation is none other than the University of California Irvine (UCI). It's no coincidence that our diverse communities have flourished in proximity to great higher education campuses, positively affecting surrounding business and increasing job creation. UCI campuses and medical centers, have exponentially grown and have created and retained a talented workforce through their cutting-edge business partnerships, including their Cove location. The Cove aims to help budding entrepreneurs both in and outside the University flourish locally. This model serves as an incubator for entrepreneurs just starting businesses and has three accelerators to help them grow.

In addition to the many strong community partnerships, Irvine's City Council has a long history of providing businesses with incentives and options to further growth in their community. In 2015, the Council removed their business licensing fee, which stood to attract more business to their City. The Council has also worked hard to maintain the City's top secondary school

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rankings, and was ranked number one in the Country for master planned communities, according to top real-estate consultants. Consistently, over 15 years, the Federal Bureau of Investigation has listed the City as having one of the nation's lowest per capita violent crime rate rankings. On top of the quality of living that is offered in Irvine, the City is already home to an Amazon warehouse distribution center, further pronouncing Irvine as stand-out for Amazon's second headquarters location.

On a regional scale, Orange County works effectively city to city, and the support that Irvine would have on a countywide scale would be unmatched in any other region or state. For this and the reasons previously expressed, we urge you to support the City of Irvine's bid to house Amazon's next headquarters. Should you have any questions about the ACC-OC or our position please contact Diana Coronado, ACC-OC's Legislative Affairs Director, at (714) 953-1300 or at [dcoronado@accoc.org](mailto:dcoronado@accoc.org).

Sincerely,

Heather Stratman  
Chief Executive Officer  
Association of California Cities – Orange County

CC:

ACC-OC Board of Directors



Mayor Don Wagner  
One Civic Center Plaza  
Irvine, CA. 92606

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice the Black Chamber of Orange County's support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine is one of the most multi-cultural and diverse cities in Southern California, and the entire country.

Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of different nationalities and international businesses reside in Irvine. The Black Chamber has just made Irvine its home at the Orange County One-Stop Center. The Orange County One Stop Center provides comprehensive employment and training services, including a Resource Center, veteran transition services, labor market information and Amazon is already utilizing the OC One Stop in Irvine for on-site interviews with future employees. We would like to welcome Amazon to strongly consider making Irvine its home as well.

Sincerely,

***Robert V. McDonald***

Robert V. "Bobby" McDonald  
President & CEO Black Chamber of Orange County  
Chair, Orange County Veterans Advisory Council



BRANDMAN UNIVERSITY

OFFICE OF THE CHANCELLOR

September 22, 2017

The Honorable Donald P. Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

**RECEIVED**

SEP 28 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

Dear Mayor Wagner:

What an exciting opportunity! We here at Brandman University enthusiastically support the city's efforts to attract the second North American Headquarters for Amazon in Irvine.

Like Amazon, we strive to constantly innovate to best serve our students. As a nimble institution with a long history of being responsive to the needs of employers, we regularly participate in workforce development initiatives, with the Irvine Chamber of Commerce, OC Workforce, the Orange County Business Council and many other agencies.

We also have a history of developing partnerships with local businesses, helping them attract and retain strong workforce, knowing that education benefits increase ROI by 129%. Being a career focused institution, as a standard practice, we tap into the expertise of our business leaders to ensure our curriculum and programs produce the type of learnings, skill sets and knowledge our local industries want in their employees. More than half of Irvine Company employees who are receiving educational benefits are enrolled at Brandman. And now, spouses and dependents of companies that partner with Brandman are also eligible for education benefits, including scholarships.

Brandman MyPath, our competency-based education (CBE) programs in Bachelors of Business Administration with an emphasis in logistics, and our Bachelors of Science in Information Technology are perfect for Amazon employees. Our CBE programs are self-paced, affordable, flexible, and relevant to the dynamic needs of the workplace.

We look forward to welcoming Amazon into the community. Please let us know how we can assist in these efforts.

Sincerely,

A handwritten signature in black ink, appearing to read "G. Brahm".

Gary Brahm  
Chancellor

CC  
CM  
HEM  
DCD  
PIJ

clerk

Building Industry Association of Southern California, Inc.  
ORANGE COUNTY CHAPTER



September 20, 2017

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner,

The Building Industry Association of Southern California, Orange County Chapter (BIA/OC) is a non-profit trade association representing 1,100 companies affiliated with the homebuilding industry throughout Southern California. Our mission is to champion housing as the foundation of vibrant and sustainable communities.

We write to you today to voice our support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Irvine is already home to an Amazon warehouse distribution center, and the synergies just begin there. Orange County is the center of a rapidly growing High-Tech industry emergence in Southern California, with both the economic and infrastructure resources to support and house an expansive tech worker and executive management population.

Respectfully,

Phil Bodem  
BIAOC President of the Board

Steven LaMotte  
Chapter Executive Officer

PRESIDENT  
PHIL BODEM  
MERITAGE HOMES

VICE PRESIDENT  
MIKE GARTLAN  
KB HOME

TREASURER  
RICK WOOD  
TRI POINTE HOMES

SECRETARY  
SUNTI KUMJIM  
MBK HOMES

IMMEDIATE PAST PRESIDENT  
JIM YATES  
RANCHO MISSION VIEJO

TRADE CONTRACTOR V.P.  
ALAN BOUDREAU  
BOUDREAU PIPELINE  
CORPORATION

ASSOCIATE VICE PRESIDENT  
MARK HIMMELSTEIN  
NEWMAYER & DILLION, LLP

MEMBER-AT-LARGE  
LAURA ARCHULETA  
JAMBOREE HOUSING

MEMBER-AT-LARGE  
SCOTT STARKEY  
STARKEY COMMUNICATIONS

EXECUTIVE OFFICER  
STEVE LA MOTTE

24 Executive Park, Suite 100  
Irvine, California 92614  
949.553.9500 | biaoc.com



Vice President  
University Advancement  
2600 Nutwood Ave. Suite 850  
Fullerton, CA 92831  
657-278-5287

September 28, 2017

Honorable Don Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner,

On behalf of the over 40,000 students at California State University, Fullerton, I want to share our support for Amazon to place their new headquarters in Irvine.

Orange County is a natural fit for Amazon. Beyond your current workforce, Cal State Fullerton alone is producing about 11,000 diverse graduates annually in the STEM and other fields that I know are important to your company and will fuel your workforce for many years into the future. It is important to note that of our 275,000 alumni, 45% live in Orange County and 80% are within 50 miles of the campus. These individuals are the skilled workforce you need.

While Cal State Fullerton has several campuses around Orange County, our most significant satellite campus is in Irvine with almost 4,500 students studying topics from business, to health care management, to communication studies. Our Irvine campus is ready and willing to partner as needed to meet the educational needs of your employees.

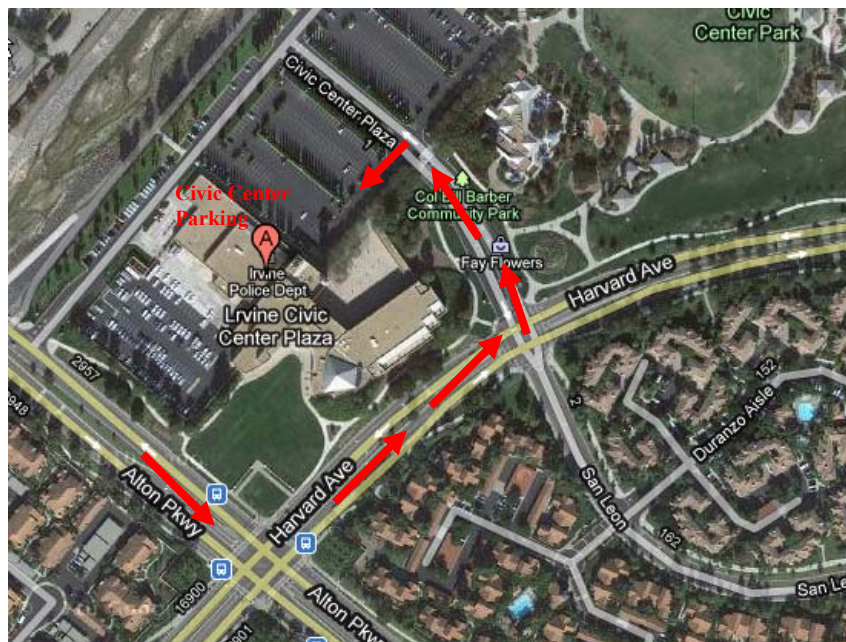
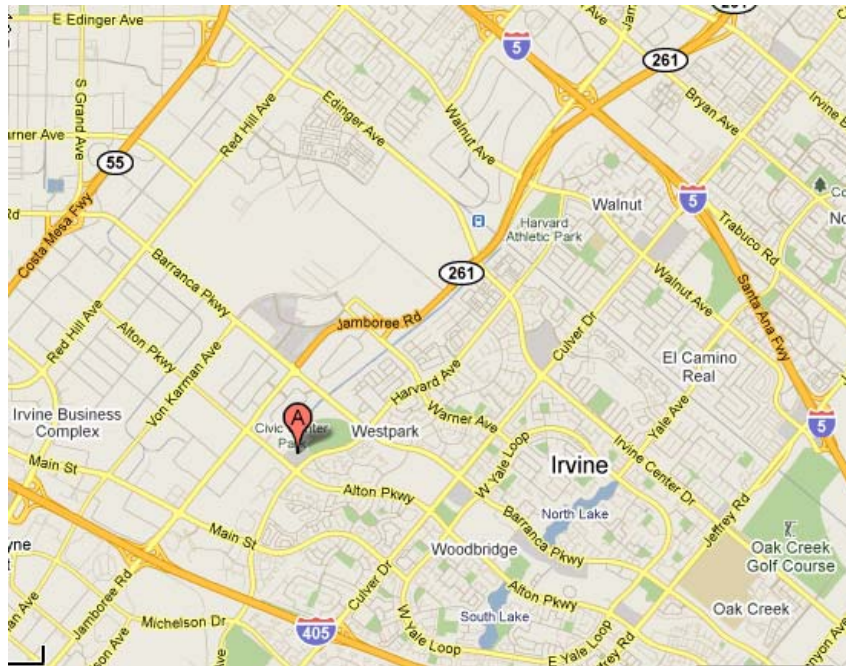
Thank you for your consideration in starting a second headquarters in Orange County and if you have any questions please don't hesitate to let me know.

Sincerely,

Greg Saks  
Vice President  
University Advancement

Cc: Bryan Starr, President for Irvine Chamber  
Lucy Dunn, President for the Orange County Business Council

**City of Irvine Civic Center  
1 Civic Center Plaza  
Irvine, CA 92606**



Welcome to the Irvine Civic Center

When you arrive, you may park in any parking space except those marked for 20 minute parking (parking spaces painted with green stripes).

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

September 22<sup>nd</sup>, 2017

Re: Support for Amazon HQ2 in Irvine

**CITY COUNCIL AGENDA**  
**ITEM NO** 4-2  
**DATE:** 9-26-17

Dear Mayor Wagner,

I write to voice my support for Irvine's bid to become the home of Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in Irvine. With excellent education, housing and entertainment opportunities, Irvine is uniquely qualified to host a company of this caliber. Hundreds of companies have come to call Irvine home, and I would like to encourage Amazon to strongly consider making it their home as well.

Sincerely,



Mark Ellett  
SVP of Acquisitions  
Clearwater Communities



October 17, 2017

The Honorable Mayor Don Wagner  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

**Re: Support for Amazon Headquarters in Irvine, California**

Dear Mayor Wagner,

Cox Communications supports the City of Irvine's proposal for Amazon to establish its second headquarters within the city. With the best schools in the region, beautiful open spaces, a thriving economy and a welcoming community, Irvine is an ideal choice for the tech leader.

Already home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state-of-the-art hospitals and medical facilities, Irvine is brimming with a highly-educated, energetic workforce. And with its laser focus on innovation and entrepreneurialism, Irvine is quickly becoming the premier location for startup companies to launch and reap the benefits of its pro-business environment.

In addition, Irvine boasts one of the top-rated school districts in the country, Irvine Unified School District (IUSD), as well as the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year. Couple that with unmatched master-planned communities, world-class shopping and among the safest neighborhoods in the nation, and there is certainly no question that Irvine has much to offer Amazon and its employees.

As the nation's third-largest cable provider, Cox is pleased to count among its customers many of Irvine's residents, businesses and institutions, including IUSD, UCI and the City of Irvine itself. Cox is known for its pioneering efforts in broadband, voice and commercial services, and industry-leading customer care. Over the past several years, Cox has invested heavily in Irvine with the deployment of fiber-to-the-home in new communities and plans to bring fiber deeper into established communities through DOCSIS 3.1 deployment, allowing for access to gigabit speeds in all neighborhoods. On the commercial side, Cox has been offering 10+ gigabit speeds for over a decade, as well as WiFi solutions, VoIP, DDoS Mitigation and other best-in-class products. Should Amazon choose to locate in Irvine, Cox is committed to dedicating the highest level of support necessary to build customized solutions for all its voice, video and data needs.

As a long-standing partner of the city, Cox joins Irvine in inviting Amazon to strongly consider making this one-of-a-kind place its new home.

Sincerely,

A handwritten signature in black ink that reads "Sam K. Attisha". The signature is written in a cursive, flowing style.

Sam Attisha  
Senior Vice President  
Cox California

Cc: Brian Starr, Greater Irvine Chamber

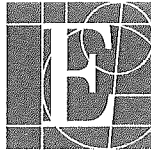
Cylance chose Irvine as its headquarters in large part because of the incredible wealth of data science and technology talent coming out of UC Irvine and local tech companies. Secondly, the cost of living in OC vs the Bay Area is attractive to technology employees. Irvine is focused on providing quality of life for employees in a location that's uniquely situated between a gorgeous shoreline and a sea of well-appointed, high-tech workspaces.

-- Shaun Walsh, SVP of Marketing, Cylance



Cylance In The News: [60 Minutes](#) | [NYT](#) | [Wired](#)

Cylance is "SC Magazine Best Buy" [winner](#) over SentinelONE, Invincea, ESET, Trend Micro and many more.



Edwards

Dear Mayor Wagner:

Edwards Lifesciences Corp. enthusiastically supports the City of Irvine's efforts to bring Amazon's headquarters, HQ2, here.

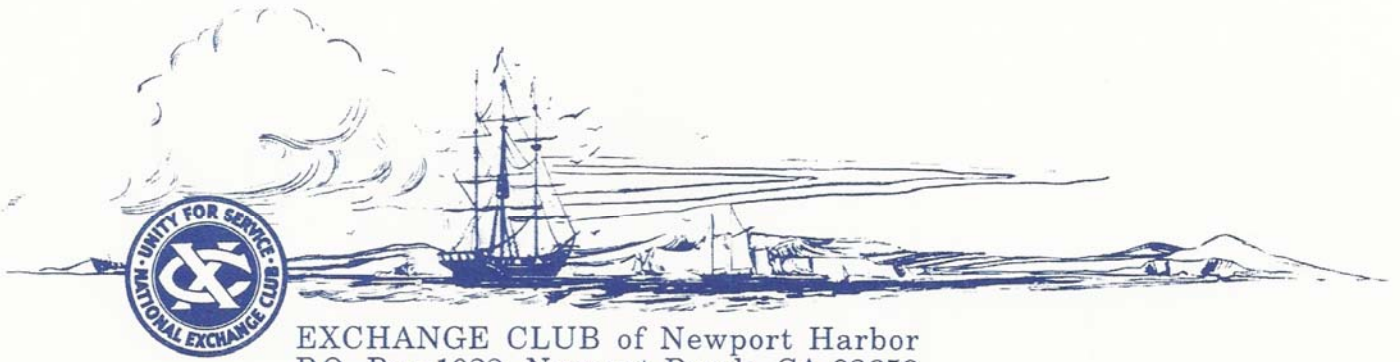
Irvine has been home to Edwards Lifesciences as its global corporate headquarters for almost 60 years. As the largest public company in Orange County, we know the benefits of Irvine's central location and access to a talented and well-educated workforce.

Irvine has an incredible global reputation, and we consider ourselves fortunate to work here, alongside more than 15,000 other companies representing virtually every industry imaginable.

We welcome Amazon to our wonderful lifestyle and we're 100 percent behind your efforts to bring Amazon to Orange County. If there's anything Edwards Lifesciences can do to help you in this important effort, please don't hesitate to ask.

Sincerely,

Michael A. Mussallem  
Chairman & CEO  
Edwards Lifesciences



EXCHANGE CLUB of Newport Harbor  
P.O. Box 1022, Newport Beach, CA 92659

Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

October 12, 2017

Dear Mayor Wagner,

I would like to add my voice and that of The Exchange Club of Newport Harbor, to the many citizens and firms who support Irvine's bid to make Irvine the new home for Amazon's second headquarters.

Irvine is home to many start-ups and numerous mid-cap successful businesses. Amazon would be an excellent fit in our innovative community.

Irvine has established itself as So Cal's economic and technological leader, calling itself home to more than nine hundred tech companies, burgeoning bio-med and aerospace firms. Add, state of the art hospitals, laboratories and related medical facilities along with art and cultural facilities to enhance the lifestyle of our residents.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of innovators and successful businesses reside in Irvine, and we would like to welcome Amazon to strongly consider making it their 'HOME' as well.

Sincerely,

Kenneth Dufour,  
President



HOAG MEMORIAL HOSPITAL PRESBYTERIAN  
One Hoag Drive, PO Box 6100  
Newport Beach, CA 92658-6100

RECEIVED

OCT 06 2017

Robert T. Braithwaite  
President and Chief Executive Officer  
949-517-3141  
Fax: 949-764-5746  
Robert.Braithwaite@hoag.org

October 5, 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

The Honorable Donald P. Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Re: Support of Amazon HQ2 in Irvine

Dear Mayor Wagner,

Please accept this letter of endorsement on behalf of Hoag Memorial Hospital Presbyterian in support of the City of Irvine's application to bring Amazon's second headquarters to Orange County. Great enthusiasm is centered on the possibilities the initiative brings to the community we serve, and as you are aware, Hoag Hospital Irvine is well positioned to address any healthcare needs that may arise.

Irvine and Orange County offer ideal strategic advantages that align with Amazon's business objectives, and I am confident that your proposal aligns perfectly with their needs while offering a promising and productive environment to nurture long-term business success.

We are in agreement that numerous advantages exist in Orange County, included among them is the top-ranked safe and business friendly environment that offers a diverse and highly educated, tech-savvy workforce from the highest ranked public schools in California. The variety of colleges and universities cultivate an ever expanding environment of learning and research. The University of California Irvine, California State University, Fullerton, Chapman University, Brandman University, Concordia University, and many other institutions of higher education offer substantial engineering, computer science and technical degrees that partner in close collaboration with a variety of corporations. In addition, Orange County's 34 cities offer unique business, recreational, cultural, sports and entertainment opportunities that are attractive from a regional perspective.

The convenience of a well-thought out transportation system moves people and commerce in an entrepreneurial-friendly region of more than three million residents. The region is conveniently located near major hubs including the Ports of Los Angeles/Long Beach, Los Angeles International Airport, John Wayne Airport, Long Beach Airport, and Ontario International Airport.

We are confident that Orange County offers opportunities that make our region uniquely qualified to meet Amazon's needs. Hoag Memorial Hospital Presbyterian is prepared to provide any assistance necessary to help Orange County's efforts to compete for Amazon's second headquarters.

Sincerely,

Robert T. Braithwaite  
President and Chief Executive Officer  
Hoag Memorial Hospital Presbyterian

CC  
CM  
ACM  
DCD  
PIO

Clerk

**Laura Perdew**

---

**From:** Bryan Starr  
**Sent:** Monday, September 18, 2017 11:16 AM  
**To:** AmazonIrvine  
**Subject:** Support for Amazon Irvine HQ2

Dear Mayor Wagner:

I strongly support a second North America Headquarters for Amazon in Irvine. The economic impact of such a large employer in our city will greatly benefit the community and the business ecosystem, help retain our highly-skilled workforce educated in our world-class schools and 15 colleges and universities, and ensure the future economic vitality of Irvine.

Thank you.

Sincerely,  
Bryan Starr

President and CEO Greater Irvine Chamber

October 11, 2017

Mayor Donald P. Wagner  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner,

The Irvine Unified School District (IUSD) is uniquely qualified to serve the children and families of Irvine, which is a thriving, leading edge and international city, and would have the experience and capacity necessary to support Amazon and its employees. Located in the heart of Orange County, California, IUSD is one of the highest performing school districts in the nation and is comprised of a culturally rich and diverse population with more than 70 languages spoken. Our more than 34,000 K-12 students are served by one early childhood education school, 23 elementary schools, three K-8 schools, six middle schools, five high schools and one continuation high school.

IUSD's successes and student performance, which continually exceed state and national standards, are the result of a dynamic partnership with talented, dedicated and caring teachers, engaged students, involved parents, and supportive business and community leaders. Since its inception in 1972, IUSD has leveraged this partnership to create a student centered learning environment to create a culture of excellence and continuous improvement, which is reflected in our outstanding programs in academics, the arts and athletics.

Some of our many accolades include:

- The Orange County Register's "Best of 2017" ranked Irvine as the best city in Orange County, citing IUSD and its schools as a primary reason for this designation.
- IUSD schools have received the prestigious National Blue Ribbon Award 15 times since 1982 and have been awarded the California Distinguished Schools/Gold Ribbon designation 70 times since 1986.
- IUSD is consistently ranked high on Newsweek's "List of America's Top High Schools."
- Woodbridge High School was named top school for music education in the nation by the GRAMMY Foundation in 2016 and IUSD was the first-ever district to have all four high schools named GRAMMY Signature Schools.
- IUSD was named one of the top five districts in the nation for student achievement by the nonprofit Education Cities.
- IUSD is consistently recognized nationally as a "Best Community for Music Education" by the highly regarded NAMM Foundation.

- More IUSD students than any other school district qualified for the semifinalist round of the prestigious National Merit Scholarship for the 2017-18 school year.
- While IUSD has always had high academic performance, for the past three years, under new state testing, IUSD has ranked among the highest performing school districts in California in Math and English Language Arts/Literacy, significantly outperforming both Orange County and State score averages.
- High school SAT scores consistently rank top in Orange County and in the state.
- IUSD students continue to receive top honors at science, engineering, history, art and music fairs and competitions at the local, state and national levels. Examples include:
  - More than half of the Youth Ensemble Pacific Symphony musicians are IUSD students (152 of 220 musicians), more than any district in the state.
  - In 2016, IUSD sent the most students to the California National History Day Competition with several teams advancing and placing at the national competition.
- Among many accolades year after year, IUSD campuses are consistently named among the county's best in the Orange County Register's annual evaluation of elementary, middle and high schools.

As one of the fastest growing districts in the nation, IUSD is committed to ensuring its schools are equipped with the necessary features and resources to promote intellectual risk-taking, creativity, communication and critical thinking, while infusing innovative educational technologies to prepare students for 21st century higher education and careers. Investments include enhanced technological infrastructure, flexible furniture, state of the art new schools, and thorough modernizations to aging IUSD schools through the implementation of the Measure E school facilities improvement bond.

Since 2013, IUSD has opened and/or begun construction on seven new state-of-the-art schools, with construction on the eighth school set to begin in 2019, to support Irvine's burgeoning population. This is in addition to the passage of Measure E by Irvine voters and the implementation of the first Measure E funding series this year. Throughout this period of unprecedented growth, IUSD has remained one of the highest performing school districts in the nation.

IUSD's investments have also been focused on technology infrastructure, devices and building capacity in teachers and staff. In addition to increased bandwidth and wireless upgrades throughout the District, IUSD was one of several Orange County public schools to receive the first-ever 100-Gigabit per second K-12 internet connection. As a result of the Board of Education's strategic investments and upgrades in our technology infrastructure, IUSD is uniquely positioned to fully capitalize on these unprecedented levels of connectivity, which will enable us to fully explore best practices in augmenting student learning in transformative ways.

The District believes that to best leverage the talents of our dedicated personnel and optimize the learning opportunities for students, IUSD's planning and investments must maximize limited resources,

to develop essential capacities, and foster innovation, resilience and collaboration. This unique culture of empowered accountability enables IUSD to be nimble and for each school to meet the unique needs of its community.

Equally important to the District's success is our deep and committed partnerships with the community, including the PTA, the Irvine Public Schools Foundation, the City of Irvine, the business community and development partners such as the Irvine Company and Fivepoint. IUSD's community and business partnerships provide support and funding to help develop well-rounded students and a learning environment grounded in excellence.

Together, we are working to build a bright future for our children. There is no other City like Irvine and no other community that works in unison to provide the best educational experience possible for its children. If Irvine is selected by Amazon, IUSD will ensure the same level of excellence for its many employees and their families.

Sincerely,



Terry L. Walker  
Superintendent of Schools



# IRVINE VALLEY COLLEGE

5500 Irvine Center Drive, Irvine, CA 92618 | T: 949-451-5100 | [www.ivc.edu](http://www.ivc.edu)

September 20, 2017

The Honorable Don Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

Please accept this letter on behalf of Irvine Valley College which enthusiastically endorses the City of Irvine's application to bring Amazon's second headquarters to Orange County. We commend your partnership with The Irvine Company on this application, in light of their recognized expertise creating sophisticated workspaces and campuses for innovative, growing companies.

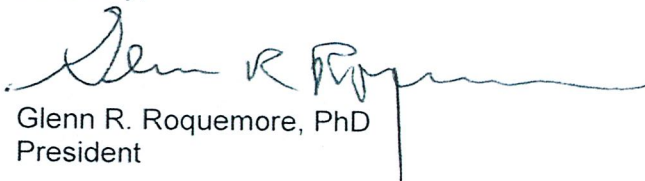
Irvine Valley College stands ready to assist with providing a qualified 21<sup>st</sup> Century workforce. Irvine and Orange County have ideal strategic advantages that align with Amazon's business objectives, and we are confident your proposal can meet their needs while offering a promising and productive environment to nurture long-term success.

Irvine is top-ranked as a safe and business friendly city, offering a diverse, highly educated, tech- savvy workforce from the highest ranked public schools in California. The University of California, Irvine, California State University, Fullerton, Chapman University, Brandman University, Concordia University, Irvine Valley College, and many others in Orange County offer substantial engineering, computer science and technical degrees, as well as a history of close collaboration with companies. In addition, each of Orange County's other 33 cities offer unique business, recreational, cultural, sports and entertainment opportunities that will surely be attractive to Amazon from regional perspective.

Irvine is located in the heart of Orange County, well served by the arteries of the major freeways and toll roads that move people and commerce in an entrepreneurial-friendly region of more than three million residents. It is close to major hubs including the Ports of Los Angeles/Long Beach, Los Angeles International Airport, John Wayne, Long Beach and Ontario International Airport.

In summary, we are confident that Orange County offers opportunities that help make Irvine uniquely qualified to meet Amazon's needs. We stand ready to provide any assistance necessary to help you succeed.

Sincerely,



Glenn R. Roquemore, PhD  
President

c: Orange County Business Council

October 2, 2017

Dear Linda:

In my extended supply chain and logistics career, serving Panasonic North America, Toshiba America, third-party logistics providers, and as a board member for the SoCal Council of Supply Chain Management Professionals (CSCMP), I have had the opportunity to manage national and local logistics operations.

Through this time, I have witnessed Southern California firmly establish itself as the preeminent logistics hub in the U.S. and North America. Furthermore, in the heart of this region, the City of Irvine ranks high in many of key logistics elements: proximity to ocean, truck, rail and air transportation links, as well as to Southern border operations-- a large, educated and diverse workforce— and a well-planned and developed infrastructure, well suited to support efficient business operations.

David Juranich  
Sr. Management | Logistics & Supply Chain | LCB

# LTG PLATINUM LLC

350 S Grand Ave, Suite 3310  
Los Angeles, CA 90071  
P: (213)225-6300  
F: (213)225-6299  
[www.ltglobalinvest.com](http://www.ltglobalinvest.com)

September 27, 2017

The Honorable Don Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

**RE: LT Global Investment's Support for Amazon HQ2**

Dear Mayor Wagner –

LT Global Investments, developer of Orange County's LT Platinum Center in the City of Anaheim, enthusiastically supports the City of Irvine's efforts to be the location for Amazon's new corporate headquarters, or HQ2.

Our company selected Orange County as our first major North American investment in large part because of the region's vibrant, cutting-edge business dynamic. While our project is located in Anaheim's Platinum Triangle, Orange County as a community was tremendously compelling to our company to invest approximately \$500 million. Irvine is at the heart of the County's business dynamic and would be a tremendous new location for Amazon's headquarters.

LT Global is 100 percent behind your efforts to bring Amazon to Irvine. If there's anything we can do to help you in this important effort, please do not hesitate to ask.

Sincerely,



Max Yang  
Chief Executive Officer  
LT Global Investments



RECEIVED

SEP 22 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

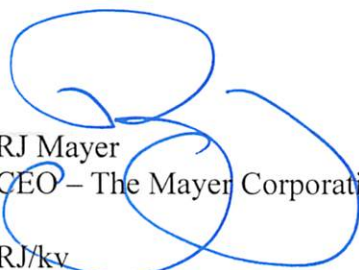
September 20, 2017

Honorable Don Wagner  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

I strongly support a second North American Headquarters for Amazon in Irvine. The economic impact of such a large employer in this city will benefit the community and the business ecosystem, help retain highly-skilled workforce educated in world-class schools, including 15 colleges and universities, and ensure the future economic vitality of Irvine and Orange County.

Sincerely,



RJ Mayer  
CEO – The Mayer Corporation  
RJ/kv

CC  
CM  
ACM

Clerk



RECEIVED

SEP 27 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

September 21, 2017

The Honorable Donald P. Wagner  
Mayor of the City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

I've recently learned of your efforts to secure a second North American headquarters for Amazon in Irvine. I'm reaching out to both applaud and strongly support your efforts. This would be an outstanding accomplishment and help ensure continued economic growth for Irvine and all of Orange County.

If there is anything at all I personally, or MemorialCare as an organization, can do to help please don't hesitate to ask.

Sincerely,

Barry Arbuckle  
President & CEO

CC  
CM  
MEM  
DCD  
PIO

clerk

October 6, 2017

The Honorable Donald P. Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

**Re: Support for Amazon HQ2 in Irvine**

Dear Mayor Wagner,

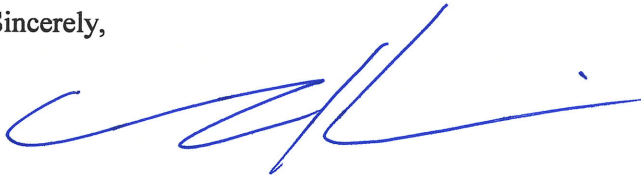
Mobilitie, LLC (“Mobilitie”) is the nation’s leading wireless infrastructure provider, delivering high-speed wireless coverage to communities across the country. These high-speed wireless networks are paving the way for the 5G and IoT services of the future, which are of utmost importance for companies like Amazon. As an innovator and employer headquartered here in Orange County, California, Mobilitie strongly supports the City’s efforts to welcome Amazon’s second headquarters to Irvine.

In addition to Irvine’s many attractive qualities, the City is on the precipice to be home to exceptional wireless networks and Mobilitie is committed to make that a reality for the City and Amazon. Mobilitie’s current small cell deployments improve wireless connectivity and serve as the backbone of smart city initiatives. Mobilitie has nearly 100 small cell attachment facilities already in a pre-application with the Irvine Planning Department; this small cell infrastructure is critical for Amazon’s workforce and business strategy. As such, Mobilitie is prepared to work with the City to help accelerate this deployment to ensure the infrastructure is in place well in advance of Amazon making a final decision so that Irvine is positioned as best as possible.

Irvine is home to a thriving community, with cultural, educational, religious, sporting and event offerings. The County is home to numerous higher education campuses with access to a qualified workforce. Irvine is perched within a significant goods movement corridor, easily connecting the new headquarters to the Inland Empire and the Amazon distribution centers. Along with the infrastructure and workforce needed to accommodate a company like Amazon, Irvine repeatedly achieves recognition as one of the safest cities in the nation.

We join business and community leaders in supporting the City’s bid to draw Amazon to Irvine and look forward to building an even healthier, stronger, and more connected future for the City and its residents.

Sincerely,



Christos Karmis  
President & CEO

## Amazon Irvine HQ2

*“Working backwards from customer needs often demands that we acquire new competencies and exercise new muscles, never mind how uncomfortable and awkward-feeling those first steps might be.” – Jeff Bezos, in a message written to his share holders*

Irvine is a thriving hub of talent and innovation. Do you ever wonder why Oculus and so many other technology giants were given birth in Irvine? Irvine is a nexus point for cutting-edge development. From the UCI's eSports arena to TAE's fusion reactor, the future is being created in Irvine. For the last several years we have seen so many local students (and hobbyists) turn into fully funded VR companies through the ecosystem of support that Irvine provides. If you want innovate at the leading edge, come join the revolution quietly brewing in the City of Irvine.

Best,  
Dylan Watkins

**Monster VR**



**Dylan Watkins**

Chief Executive Officer

Phone: [714.251.7381](tel:714.251.7381)

[www.monstervr.com](http://www.monstervr.com)

**Laura Perdew**

---

**From:** Steve Rosansky <steve@NEWPORTBEACH.COM>  
**Sent:** Monday, September 25, 2017 2:51 PM  
**To:** AmazonIrvine  
**Subject:** Support for Amazon Irvine HQ2

Dear Mayor Wagner:

The Newport Beach Chamber of Commerce strongly supports the location of the new Amazon headquarters in Irvine. I only wish we had a suitable site here in Newport Beach. The presence of Amazon here in Orange County will not only be felt in Irvine, but countywide, with the number of new jobs, residents, and businesses locating to this area to be near the headquarters. All ships will rise in a rising tide. Best of luck with this endeavor.

Warm regards,

Steven Rosansky

President/CEO  
Newport Beach Chamber of Commerce



The Honorable Mayor Don Wagner  
[1 Civic Center Plaza](#)  
[Irvine, CA 92606](#)

October 3, 2017

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice the Orange County Hispanic Chamber of Commerce's support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine is one of the most multi-cultural cities in Southern California, and the entire country.

Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of different nationalities and international businesses reside in Irvine home, and we would like to welcome Amazon to strongly consider making it their home as well.

Sincerely,

Reuben Franco  
President and CEO  
Orange County Hispanic Chamber of Commerce



The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

October 3, 2017

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice the Orange County Iranian American Chamber of Commerce (OCIACC)'s support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine, as one of the most multi-cultural cities in California, and the entire country, is poised to accept and accommodate Amazon's development needs.

Irvine has established itself as Southern California's economic and technological leader, acting as the home to more than 900 tech companies, burgeoning bio-medical facilities, aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year, proving Irvine can be the source for exemplary employees for Amazon.

As one of the leading companies in the world, Amazon would be a natural fit in this community, which is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, having recently been recognized as being a "Top Five District for Student Achievement" by the non-profit organization Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, the most in the Southern California region.

Hundreds of Iranian born business owners reside in Irvine and call it home, and on behalf of OCIACC, I would like to welcome Amazon to strongly consider making Irvine their home as well.

Sincerely,

Shani Moslehi  
President  
Orange County Iranian American Chamber of Commerce  
Mobile: (949) 283-6767  
Office: (949) 370-0102



October 10, 2017

The Honorable Don Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

Please accept this letter on behalf of members of the Board of Directors of Orange County Business Council which enthusiastically endorses the City of Irvine's application to bring Amazon's second headquarters to Orange County. OCBC is Orange County's leading voice of business regionally, nationally, and globally; working to enhance its economy and preserve a high quality of life in the nation's sixth most populous county. We commend your partnership with The Irvine Company on this application, in light of their recognized expertise creating sophisticated work spaces and campuses for innovative, growing companies.

Irvine—and Orange County--have ideal strategic advantages that align with Amazon's business objectives and we are confident your proposal can meet their needs while offering a promising and productive environment to nurture long-term success.

Irvine is top-ranked as a safe and business friendly city, offering a diverse, highly educated, tech- savvy workforce from the highest ranked public schools in California. The University of California, Irvine, California State University, Fullerton, Chapman University, Brandman University, Concordia University, Irvine Valley College, and many others in Orange County offer substantial engineering, computer science, and technical degrees, as well as a history of close collaboration with companies. In addition, each of Orange County's other 33 cities offer unique business, recreational, cultural, sports, and entertainment opportunities that will surely be attractive to Amazon from a regional perspective.

Irvine is the heart of Orange County, well served by the arteries of the major freeways and toll roads that move people and commerce in an entrepreneurial-friendly region of more than three million residents. It is close to major hubs including the Ports of Los Angeles/Long Beach, Los Angeles International Airport, John Wayne Airport, Long Beach Airport, and Ontario International Airport.

In summary, we are confident that Orange County offers opportunities that help make Irvine uniquely qualified to meet Amazon's needs. We stand ready to provide any assistance necessary to help you succeed.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg Wilson", enclosed in a thin black rectangular border.



Richard Porras  
Chair, Board of Directors  
Chair – Workforce Development  
Assistant Vice President, External Affairs  
AT&T



Steve Churm  
Chair Elect  
Co-Chair – Membership/Investor Relations  
Chair – Research and Communications  
Chief Communications Officer  
FivePoint Holdings, LLC



Robert L. Mayer, Jr. (RJ)  
Immediate Past Chair  
Chair – Strategic Planning  
Chairman and Chief Operating Officer  
The Mayer Corporation



Robbin Narike Preciado  
Treasurer  
Regional President  
Union Bank



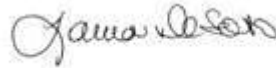
Lucetta Dunn  
President and Chief Executive Officer  
Orange County Business Council



Lisa Haines  
Co-Chair – Advocacy  
Vice President, Public Affairs  
Disneyland Resort

*Juan C. Basombrio*

Juan C. Basombrio  
Co-Chair – Economic Development  
Partner, International Office Head  
Dorsey & Whitney LLP



Laura DeSoto  
Co-Chair – Membership/Investor Relations  
Consumer Information Services/  
SVP Transaction Services  
Experian



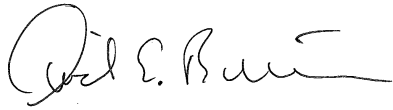
Thomas D. Phelps  
CEO Leadership Caucus  
Partner  
Manatt, Phelps & Phillips, LLP



Dan Miller  
Chair – City Partners  
Senior Vice President, Entitlement  
and Public Affairs  
The Irvine Company



Michael Kraman  
Chair – OCMoves  
Chief Executive Officer  
Transportation Corridor Agencies



Dave Bartlett  
Vice President, Land Entitlement  
Brookfield Residential Southern California



Jodi Duva  
Vice President  
Cox Business Orange Coast



Charles Bullock, J.D.  
Executive Vice Chancellor of Academic Affairs  
and Provost  
Brandman University



Brian Hervey  
Vice Chancellor, University Advancement  
University of California, Irvine



Cathy Capaldi  
Senior Vice President, Business Development,  
Marketing, & Communications  
MemorialCare Health System



Michael T. Hornak  
Partner  
Rutan & Tucker, LLP



Les Card  
Chairman and Chief Executive Officer  
LSA Associates, Inc.



Jena Jensen  
Chief Government Relations Officer  
CHOC Children's



Mark Costa  
Executive Director  
Kaiser Permanente Orange County



Dan Kelly  
Senior Vice President, Governmental Relations  
and Corporate Communications  
Rancho Mission Viejo, LLC




Tom Cuce  
President  
UPS, South California District



Don Kennedy  
Vice President  
First American Title Company



Larry Labrado  
Senior Manager, Government Affairs  
Southern California Edison



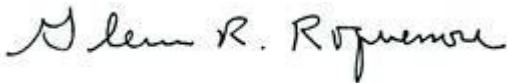
Daniele Struppa, Ph.D.  
Chancellor  
Chapman University



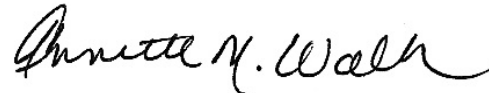
Al Mijares, Ph.D.  
County Superintendent of Schools  
Orange County Department of Education



Frank Talarico, Jr.  
President and CEO  
Goodwill of Orange County



Glenn Roquemore, Ph.D.  
President  
Irvine Valley College



Annette Walker  
Division President, St. Joseph Health,  
Providence St. Joseph Health



Gregory Saks  
Vice President for University Advancement  
Cal State University, Fullerton



David Warner  
Senior Vice President, So. Calif. Infrastructure  
Leader  
Parsons



Dessi Sarabosing  
Chief Financial Officer  
Mobilite



Shari Battle  
SVP – Orange County Market Manager  
Bank of America



Rodger Schwecke  
Vice President, Customer Solutions  
SoCalGas

Dear Irvine Mayor Wagner:

As the leading accelerator in SoCal and organization focused to both capital access and growth resources I would like to confirm our commitment to Orange County in the bid to attract Amazon. Since 2002 OCTANe has been at the leading edge of innovation in OC hosting conferences that engage both the tech and medtech industries while creating and funding over 400 companies through our LaunchPad process. During this journey OCTANe companies have created over 7,500 new jobs, we have helped companies raise \$1.6B in capital and our portfolio of companies has had 15 liquidity events with 3 in the past 4 months. OCTANe has been the organization to tie together the ecosystem and assure strong relationships among our research institutes, entrepreneurs, investors and corporate leaders.

As we move toward Q4 2017 we are completing a two year transformation that will create greater focus and leadership as we execute on our Vision 2025 Strategy. Our key metric is to reach 22,000 high paying technology jobs by 2025 in addition to funding of early stage companies in excess of \$3.5B. Our first direct investment fund, Visionary Ventures has made eight investments and we will introduce additional funds in 2018 and beyond. LaunchPad continues to be the most productive accelerator in OC and ranked in the top 5 among 907 development centers supported by the SBA. Our new growth services platform assures companies can remain and grow in OC enhancing economic value and job creation.

Larger companies associate OCTANe with helping create a more diverse and highly skilled workforce, an area that would benefit Amazon as the organization grows its OC presence. As the new company to OC, OCTANe would help facilitate integration into the OC ecosystem for Amazon and their employees providing faster results and collaboration among the many strong companies already located here.

I would pledge both my personal support and that of OCTANe to work closely with Amazon leadership to assure HQ2 is well served in Orange County. Attached is both our annual Impact Report and list of our Board of Directors all of whom are excited to support this initiative.

Best Regards,

Bill Carpou  
CEO | OCTANe  
O 949-330-6568  
M 949-500-4821  
[bill@octaneoc.org](mailto:bill@octaneoc.org)

***Driving Innovation & Growth  
by Connecting People, Resources & Capital***

Learn how at OCTANe's Medical Technology Innovation Forum  
October 30-31  
Newport Beach Marriott Resort





OCTANE  
2016 Annual Impact Report



Driving innovation by connecting ideas and people with resources and capital.



## From Our CEO



February 1, 2017

The year 2016 was transformational for OCTANe, our affiliated partners, sponsors, and members. We established a plan to create a more action-oriented organization that will lead the OC innovation ecosystem in becoming a nationally recognized center for company formation and growth.

In late 2016, OCTANe merged with OC Tech Alliance to expand our service to the information technology sector. And our 2016 conferences drew record attendance with 73 percent growth compared to 2010. We also partnered with world-renowned surgeons to create Visionary Ventures, our first sector-specific venture fund focused on investments in ophthalmology.

We also added a number of talented people to our team in 2016. Today, the OCTANe team is equipped to support innovative technology companies and entrepreneurs to ensure that they have access to the capital and expertise they need to grow.

This focus on capital and expertise lead to the development of our *Platform for Growth* initiative and *OCTANe Growth Services* which provides a critical portal to connect people and resources. The *OCTANe Growth Services* program and online portal will launch in early 2017. Our *Platform for Growth* initiative is focused on creating 22,000 technology-related jobs in Orange County by 2025.

It is a great time for technology in Orange County and the surrounding region. It is also an exciting time to be part of OCTANe. I urge you to engage and increase your involvement with our team as well as our sponsors, members, and advisors.

Thank you for your continued confidence in OCTANe, support for our organization, and role in growing Orange County's technology ecosystem. My staff and I stand ready to do what it takes to help you and your team innovate and grow.



**Bill Carpou**  
Chief Executive Officer  
949.330.6568  
bill@octaneoc.org



## OCTANe: Focused On Acceleration

Founded in 2002, OCTANe is Southern California's leading technology innovation accelerator. Our core focus is to accelerate development and growth by connecting high-tech and med-tech entrepreneurs and executives with investors, advisors, resources and strategic partners. This is done through four core OCTANe initiatives.

### OCTANe Connect

- Conferences
- Summits/Programs
- Sponsors/Members
- Annual Partners
- Community Engagement

### OCTANe LaunchPad

- Predictive Analytics Process
- Industry Panel Evaluations
- Targeted SME Advice
- Capital Strategy Development
- Investor Introductions

### OCTANe Growth Services

- Investor HQ
- Resource Center
- Advisor Services
- Executive Roundtables
- M&A Advice

### OCTANe Capital

- Visionary Venture Fund™
- Neurovascular
- Cardiovascular
- High Tech
- Other

*"The LaunchPad™ process was instrumental in our early funding. Since then we have raised \$89 million and expanded our employee base by 260 professionals. OCTANe has provided invaluable support."*

Ray Grainger  
CEO, Mavenlink

### OCTANe Connect

- Programs and Signature Events that attracted over 10,000 attendees in 2016
- Annual Partnerships with over 50 key technology influencers including: Abbott, Allergan, Chapman University, Edwards Lifesciences, JP Morgan, Medtronic, Microsemi, the University of California, Irvine, and Zeiss

### OCTANe LaunchPad

- Nationally recognized technology accelerator focused on early-stage growth and development
- Supported over 40 early-stage companies in 2016

### OCTANe Growth Services

- Capital, M&A, and advisory services to help companies grow and scale quickly
- Launched *The Portal by OCTANe* – an online resource center for entrepreneurs, executives, investors, and experts

### OCTANe Capital

- Launched *Visionary Ventures* in 2016 – a \$50 million sector-specific fund focused on investments in innovative eye care companies

# Launching Success

OCTANe is committed to Orange County's economic success with both a proven track record and aggressive growth goals to support that commitment. Our goal of 22,500 new tech jobs by 2025 is realistic when you consider the success of the OCTANe LaunchPad™ Small Business Development Center (LaunchPad SBDC) over the past decade. This success includes:



- 1,500 entrepreneurs and companies participated in LaunchPad
- 321 companies completed the full LaunchPad process
- 236 of the LaunchPad 'graduates' received funding
- LaunchPad companies have received over \$1.4 billion in capital.

## LaunchPad – A Proven Acceleration Agent

The underlying premise of LaunchPad is that a company's investor presentation is a good indicator of the soundness and fundability of the business plan. Multidisciplinary LaunchPad panels, comprised of highly experienced current and former executives evaluate entrepreneur and growth company presentations from the perspective of both an investor and operator. The input is verbal and quantitative.

Quantitative feedback is based on multiple criteria developed by OCTANe and its LaunchPad advisors. This quantitative scoring process uses predictive analysis and is a proven indicator for early-stage company success and their ability to raise capital within 12 months of completing the LaunchPad process.

*"LaunchPad encouraged us to develop and refine our strategy and messaging and to think much bigger, making us more appealing to investors."*

Jerry Mezger  
CEO, Harbor MedTech



## A Proven Capital Influence

As December 2016 came to a close, 236 LaunchPad companies had received funding. Funding was initiated by institutional investors, private investors, family foundations, and corporate venture funds. LaunchPad's affiliation with the U.S. Small Business Administration (SBA) and the investors outlined above equip it to be a vital engine in Orange County technology innovation and growth for many years to come.

## Accelerating Access To Capital

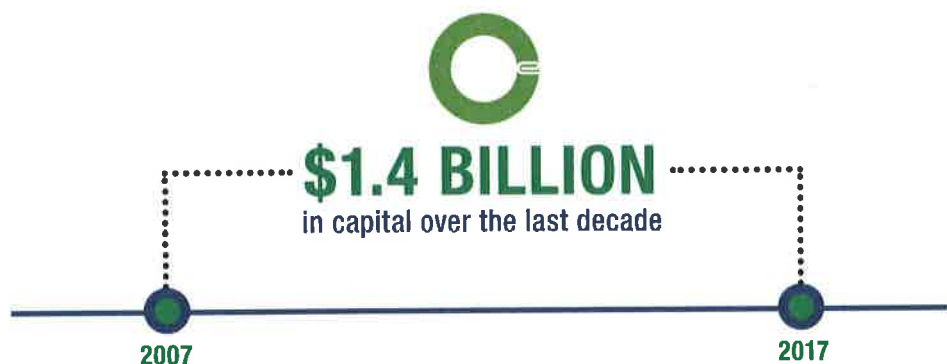
Capital is the lifeblood that turns the entrepreneur's idea into a business and the growth of the company's opportunity into success. One of the greatest challenges that developing high-tech and med-tech companies face is access to capital. OCTANe has historically helped entrepreneurs and companies prepare themselves to get access to capital. Now, we are prepared to play an even more active role in capital connections.

### Preparation Is The First Step

Helping entrepreneurs and early stage companies refine their business plans and prepare to tell their story to investors has been a historical strength of OCTANe through our LaunchPad program. This vital step in the capital process has helped Orange County early-stage technology companies raise over \$1.4 billion in capital over the past decade.

*"The breadth and expertise of the OCTANe advisors is invaluable in preparing a CEO – especially a first-time CEO – for the arduous task of raising money".*

John Hendrick  
CEO, Mynosys  
A Visionary Fund  
Portfolio Company



### Expanding The OCTANe Investor Network

Today, OCTANe is expanding our role in providing vital capital connections for investors looking to invest in Orange County's technology companies. And we are also taking a more active role in ensuring that qualified entrepreneurs and growth companies have access to investors. These bold steps include:

- Creating Visionary Ventures, our first sector-specific fund – a \$50M fund making direct investments in promising eye care companies
- Aligning with corporate venture funds to pursue early-stage technology
- Expanding the stable of institutional investors and capital from New York, Boston, Silicon Valley, Chicago, and Detroit
- Creating a new private investor network that can provide both capital and active expertise.

# Accelerating Access To Resources & Expertise

If capital is the lifeblood of growth, then expertise is its brain power. OCTANe recognizes that entrepreneurs and early-stage companies need expertise at critical times in their business development and growth process. Often times, this expertise is needed when capital is not in place to pay for it.

## Expertise At The Right Time

That is why OCTANe is working to expand access to expertise for technology companies. Access to expertise, as we have seen in the LaunchPad process, is critical to helping entrepreneurs and executives refine their business plans, develop capital strategies, and prepare to launch and grow. Expertise at critical junctures can actually be the difference between success and failure.

## Expertise In The Right Place

To address the 'expertise gap', and as part of our *Growth Services* initiative, we are now launching *The Portal by OCTANe*. This one-of-a-kind resource center provides entrepreneurs, executives, investors, and advisors with easy access to Orange County's deep bench of expertise. *The Portal by OCTANe* includes:

- Resource center with rich content such as whitepapers, case studies, and presentations
- Investor headquarters that matches investors with the strong opportunities
- Advisor services to support revenue growth and M&A activity Executive roundtables designed for early-stage executives.

*"The new OCTANe Growth Services platform supports company growth, access to capital, and drives vital relationships in the technology community."*

Jason Lantgen  
Vice President, JLL



THEPORTALbyOCTANe.com

## The Measure Of Success

*"I've seen how the LaunchPad platform prepares entrepreneurs to think boldly, strategically, and better communicate with investors like me. LaunchPad has introduced us to exciting companies."*

Akhil Saklecha  
Partner, Artiman Ventures

OCTANe's impact on the Orange County ecosystem has been significant. Now, with our focus on *The Platform for Growth* initiative, we need to make certain that our affiliated partners, members, investors, entrepreneurs, and executives are all aligned in achieving clear success metrics. When we achieve the metrics shown below, the result will be 22,000 new technology-related jobs and \$1.8 billion in new value created in Orange County by 2025.

	Actual 2010-2016	Annual Goal	Forecast 2025
<b>LaunchPad Alumni</b>	321	40	681
<b>Funded Companies</b>	236	30	506
<b>Capital Infusion</b>	\$1.4b	\$250m	\$3.65b
<b>Jobs Created</b>	7,119	1,653	22,000
<b>Payroll</b>	\$519m	–	\$1.6b
<b>Economic Tax Impact</b>	\$48.2m	–	\$150.6m
<b>Commercial Square Feet</b>	1.6m	372k	4.9m
<b>Liquidity Events</b>	<b>No.</b>	<b>12</b>	<b>3</b>
	<b>Value</b>	<b>\$512m</b>	<b>\$140m</b>
		<b>\$1.8b</b>	

*"We dreamed up a concept, created an industry, and got our first pelt on the wall, thanks in large part to the work of LaunchPad. Your team provided insights and discipline that are part of our success."*

P.J. Mastracchio  
CEO, AtYourGate

## The Platform For Innovation & Growth

OCTANe is Orange County's platform for innovation and technology industry acceleration and growth. Our LaunchPad SBDC is the leading Small Business Development Center accelerator in the United States, outperforming all of its peers in job creation and capital infusion.

Building on this legacy of success in creating and growing technology companies, OCTANe's new *Growth Services* platform will add much needed infrastructure and a readily available resource for entrepreneurs, executives, investors, and advisors to connect and grow. OCTANe is ready. Orange County high-tech and med-tech innovators are ready. Come join us to connect, innovate, and grow.

## Contact OCTANe



**FOR MORE  
INFORMATION**

For more information about how you can connect and grow with OCTANe, contact:

**Cara Parchment**  
Media Relations Manager  
Cara@OCTANeOC.org  
949.330.6579

**Janelle Brunette**  
Vice President of Operations  
Janelle@OCTANeOC.org  
949.330.6569





## OCTANe Board & Senior Advisors

Our board members are committed to providing technology business leaders with a forum to make a lasting impact on the future of the technology industry and the overall quality of the life in Orange County.

### OCTANe Board Executive Committee

Bill Carpou Chief Executive Officer OCTANe	David Perry Administrative Partner K&L Gates, LLC
Peter Craig Former CEO OC Tech Alliance	Jim Peterson Chairman & CEO Microsemi
Bruce Hallett Managing Partner Miramar Ventures	Brett Wall President, Brain Therapy Medtronic
James Mazzo Global President of Ophthalmology Carl Zeiss Meditec	Scott Whitcup Founder & CEO Akviva & Whitecap Biosciences
James McCluney Former CEO Emulex Corp	Clay Wilemon CEO & Chief Strategy Officer DevicePharm

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## OCTANe Board of Directors (continued)

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Jennifer Leuer President - Affinity Experian Consumer Services	Ehsan Sadri Director of Clinical Research Atlantis Eyecare
Richard Lindstrom Founder & Attending Surgeon Minnesota Eye Consultants	Ken Salgado Business Assurance Partner PriceWaterhouse Coopers

## OCTANe Board of Directors (continued)

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Richard Sudek Executive Director, UC Irvine Applied Innovation UC Irvine	Jeffry Weinhuff Managing Partner Visionary Ventures
Fred Thiel Chief Advisor Thiel Advisors	Ashlie Woods Vice President Goldman Sachs
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George Wall Partner and Chair of M&A Development Glaser Weil	

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<p>Jim Corbett CEO Alphatec</p>	<p>David Pyott Former CEO Allergan</p>
<p>Reginald Gilyard Dean, The George L. Argyros School Chapman University</p>	<p>Robert Rosenbluth Chairman &amp; Founder Inceptus Medical</p>
<p>Mike Gottfredson Former Vice Chancellor &amp; Provost UC Irvine</p>	<p>Marc Samuels President &amp; CEO ADVI</p>
<p>Raouf Halim Former CEO Mindspeed Technologies Inc.</p>	<p>Juli Stone Moran Managing Director, San Diego Office Consulting Lead Client Service Partner, Life Sciences Deloitte Consulting, LLP</p>
<p>Matthew Jenusaitis Chief of Staff UCSD Healthcare System</p>	<p>Paul Symczak Retired, VP Entrepreneurship OCTANe</p>
<p>Randy Lunn Managing Director Catalina Ventures</p>	<p>Daniele Struppa Chancellor Chapman University</p>
<p>Matthew Massengill Chairman Western Digital</p>	<p>Gerard Von Hoffmann Partner Knobbe Martens Olson &amp; Bear</p>
<p>Tom Moebus Former Vice Chancellor UC Irvine</p>	



September 22, 2017

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606  
Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice my support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of companies have come to call Irvine home. We would like to welcome Amazon to strongly consider making it their home as well.

Sincerely,

Origins Golf Design

W. Charles Davison  
CEO/CFO

18022 Cowan, Suite 200  
Irvine, California 92614 USA  
T 949-476-6878 F 949-476-6875  
[www.originsgolfdesign.com](http://www.originsgolfdesign.com)



October 2, 2017

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice my support for Irvine’s bid to make itself the home to Amazon’s proposed second headquarters. Irvine is one of the most multi-cultural cities in Southern California, and the entire country.

Irvine has established itself as Southern California’s economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a “Top Five District for Student Achievement” by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of different nationalities and international businesses reside in Irvine home, and I would like to welcome Amazon to strongly consider making it their home as well.

Sincerely,

Leila Mozaffari  
Executive Director  
Institute for Workforce Development  
Rancho Santiago Community College District



*Real Estate Services  
Development*

Dear Mayor Wagner:

RD Olson Development enthusiastically supports the City of Irvine's efforts to be the location for Amazon's new corporate headquarters, or HQ2.

As you well know, Irvine is one of America's most healthy, active lifestyle communities as well as a vibrant and dynamic business center -- and one of the best places to live, shop and play. Our company is based in Orange County and we have several hotels in the Irvine Spectrum as well as throughout the coast of Orange County. We know this region is a fantastic market for business and we know Amazon will find the same success we have here.

Like our company, more than 15,000 other companies of all sizes and representing virtually every industry imaginable have discovered the many benefits and prestige that come with an Irvine business address.

While the city's business scene is large and robust, there's always room for one more -- and we're 100 percent behind your efforts to make sure it is Amazon. If there's anything we can do to help you in this important effort, please don't hesitate to ask.

Sincerely,

RD Olson Development



RECUPERO & ASSOCIATES, INC.

ESTABLISHED 1973

September 25, 2017

The Honorable Mayor Don Wagner  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

**CITY COUNCIL AGENDA**

**ITEM NO** 4.2

**DATE:** 9-26-17

**BY ELECTRONIC EMAIL ONLY TO CLERK@CITYOFIRVINE.ORG**

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I support Irvine's bid to become the home of Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in Irvine. With excellent education, housing and entertainment opportunities, Irvine is uniquely qualified to host a company of this caliber. Hundreds of companies have come to call Irvine home, and I would like to encourage Amazon to strongly consider making it their home as well.

Sincerely,

Michael Recupero  
RECUPERO AND ASSOCIATES, INC.

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

October 13, 2017

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice Second Harvest Food Bank of Orange County's support for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine is one of the most innovative cities and is home to numerous start-ups and longstanding, successful businesses. Amazon would be a perfect fit in one of the premier business, education and lifestyle meccas in the nation.

Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees awarded in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, the most in the Southern California region.

In addition, Second Harvest Food Bank - a member of the Feeding America nationwide food bank network - is located in the City and is an integral part of the Irvine community. We are the largest hunger relief organization in Orange County. In response to the need in our community, Second Harvest provides more than 1.8 million meals to 250,000 people each month.

Second Harvest is able to provide food assistance to those in need because of the generous donations of time by many committed organizations and individuals. We offer numerous opportunities for engagement in our mission for companies like Amazon and their employees and families, such as:

Teens (14 and up) and adults can help with food sorting and packaging of donated perishable and non-perishable food. They may also help us by volunteering at special events like food drives and fundraisers. These are rewarding experiences for individuals and are also great teambuilding opportunities.

For children ages 7 to 13 and their parents, we offer a fun and educational experience at Izzy's Corner where they will pack nutritious produce for those in need. This is a true "kids helping kids" effort that gently introduces children to the idea that not everyone gets to go to bed with a full tummy and empowers them to be a part of the solution.

We also enjoy the support of a group of highly dedicated Ambassadors who are trained to take our message and mission out into the community. And, finally, we enthusiastically encourage those with special skills and talents who wish to assist us in our administrative offices and with special projects.

Hundreds of innovators and successful businesses call Irvine home, and Second Harvest would like to encourage Amazon to strongly consider making it their home as well.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicole", with a long, sweeping flourish extending to the right.

Nicole Suydam

CEO

Second Harvest Food Bank of Orange County  
8014 Marine Way  
Irvine, CA 92618



RECEIVED

OCT 04 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

October 1, 2017

The Honorable Don Wagner  
Mayor, City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

We are pleased to endorse the City of Irvine's efforts to attract Amazon's second headquarters to Orange County. Not only would it be a huge boost to our regional economy, it would provide a wide variety of opportunities to 60,000 current students and many more future students.

Amazon is prepared to invest \$5 billion in the chosen region as well as grow 50,000 high paying jobs—compelling for us as we strive to keep a strong, young talent pool of STEM graduates in Orange County. As you know, our district will soon open the first permanent building at the Advanced Technology and Education Park to train students in high demand workforce segments. We believe this will add value and strength in building the region's pipeline of qualified workers that Amazon and others can benefit from.

Irvine is top-ranked as a safe and business friendly city, offering a diverse, highly educated, tech-savvy workforce from the highest ranked public schools in California. The University of California, Irvine, California State University, Fullerton, Chapman University, Brandman University, Concordia University, Irvine Valley College, and many others in Orange County offer substantial engineering, computer science and technical degrees, as well as a history of close collaboration with companies. Orange County's many cities offer unique business, recreational, cultural, sports and entertainment opportunities that will surely be attractive to Amazon.

Irvine is the heart of Orange County, well served by the arteries of the major freeways and toll roads that move people and commerce in an entrepreneurial-friendly region of more than three million residents. It is close to major hubs including the Ports of Los Angeles/Long Beach, Los Angeles International Airport, John Wayne, Long Beach and Ontario International Airport. We are confident that Orange County offers unique advantages to Amazon. We stand ready to provide any assistance necessary to help you succeed. Thanks for all you do to support our students, businesses and residents.

Sincerely,

Timothy Jemal  
Board President

Dr. Debra L. Fitzsimons  
Interim Chancellor

Dr. Glenn R. Roquemore  
President,  
Irvine Valley College

Denise Whittaker  
Interim President,  
Saddleback College

CC  
CM  
ARM  
DCD  
PIJ

clerk



September 26, 2017

The Honorable Don Wagner  
Mayor  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606-5207

**RE: Support for Amazon Irvine HQ2**

Dear Mayor Wagner:

On behalf of the Board of Directors and members of the South Orange County Economic Coalition (SOCEC), we would like to offer our strong support a second North America Headquarters for Amazon in Irvine.

As advocates for business throughout south Orange County, SOCEC is committed to working with our members, the broader business community and local governments to promote a strong business climate and vibrant local economy.

The economic impact of such a large employer in our region will greatly benefit the community and the business ecosystem, help retain our highly-skilled workforce educated in our world-class schools and 15 colleges and universities, and ensure the future economic vitality of Orange County.

Please let us know if there is anything else that SOCEC can do to assist in the pursuit of Amazon HQ2!

Sincerely,

A handwritten signature in black ink, appearing to read "Paul Simonds". The signature is fluid and cursive, with a large initial "P" and "S".

Paul Simonds  
Chair, South Orange County Economic Coalition



An EDISON INTERNATIONAL<sup>®</sup> Company

October 5, 2017

**Re: Amazon HQ2 Request for Proposal (RFP)**

The Honorable Don Wagner  
Mayor  
City of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606

Dear Mayor Wagner:

SCE is honored to partner with the City of Irvine's efforts to attract the Amazon HQ2 project to Southern California. Amazon has proposed their new facility will be similar to their Seattle, Washington headquarters. They have estimated their new headquarters will add an estimated 50,000 jobs which will have an enormous impact on the Southern California region – including over \$5 billion direct and over \$55 billion indirect economic impacts\*. SCE is excited to be a partner with you in helping your region continue to be a leader in California's economic growth.

Southern California Edison (SCE) is dedicated to encouraging economic development and growth within our region. Since 1992, SCE's Economic Development Services has helped retain, expand, and/or attract over 300,000 jobs in our service territory, accounting for over \$1 billion in revenue.

To further demonstrate our commitment to economic growth in your region, Southern California Edison (SCE) has filed an application (A.17-06-030) with the California Public Utilities Commission (CPUC) requesting approval for a new Economic Development Rate (EDR) Program. If approved by the CPUC, the program could provide a 15% discount on Amazon's electricity costs for their proposed Southern California Headquarters facility for a period of 5 years. We anticipate that the CPUC will render a decision by late 2018 or early 2019. The current EDR program provides a 12% discount on electricity costs for 5 years. If, for some reason, the CPUC does not approve SCE's current proposal, SCE commits to file an Advice Letter with the CPUC requesting an increase in the existing EDR Program Cap allowing Amazon to apply for the EDR discount under the current program's terms and conditions. We believe that Amazon Project as described in their Request for Proposal would be an excellent candidate for the EDR discount and enhance the viability of your site submittals.

In addition to the EDR Program, SCE also supports building developers, building owners and architectural & engineering design firms through the Savings By Design (SBD) program by providing financial incentives and design assistance for the design, construction, and operation of high-performance commercial buildings. SCE has worked with Amazon previously to beneficially utilize this program in the design and construction for several of their Southern California Fulfillment Centers, and certainly will do so again for the HQ2 Project.

SCE is committed to servicing our customer's needs in providing safe, reliable, and affordable energy in a timely manner. We appreciate the opportunity to support the City of Irvine in response to Amazon's RFP and look forward to partnering with you in your efforts to expand the economic vitality of your region.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Marelli".

Mike Marelli  
Vice President, Business Customer Division  
Southern California Edison

\*Source: Amazon HQ2 RFP, details of Amazon's Seattle headquarters



technologent.com  
Corporate Headquarters  
100 Spectrum Center Drive Ste 700  
Irvine, CA 92618  
Phone: 949.716.9500 Fax: 949.716.9600

Dear Mayor Wagner:

Technologent enthusiastically supports the City of Irvine's efforts to be the location for Amazon's new corporate headquarters, or HQ2.

As you well know, Irvine is one of America's most healthy, active lifestyle communities as well as a vibrant and dynamic business center. Our company is based in Irvine and we know first-hand what an excellent place to do business and we know Amazon will find the same success we have here. Like our company, more than 15,000 other companies of all sizes and representing virtually every industry imaginable have discovered the many benefits and prestige that come with an Irvine business address.

While the city's business scene is large and robust, there's always room for one more -- and we're 100 percent behind your efforts to make sure it is Amazon. If there's anything we can do to help you in this important effort, please don't hesitate to ask.

Sincerely,

A handwritten signature in black ink that reads "Tom Gallaway".

Tom Gallaway  
President



**Eric A. Nelson**  
Vice President  
Community Development  
Direct: 949-999-9820  
Cell: 949.510.2070  
[enelson@trumarkco.com](mailto:enelson@trumarkco.com)

September 22, 2017

The Honorable Mayor Don Wagner  
**City of Irvine**  
1 Civic Center Plaza  
Irvine, CA 92606

**CITY COUNCIL AGENDA**  
**ITEM NO** 4.2  
**DATE:** 9-26-17

**Subject:** *Amazon HQ2 in Irvine*

Dear Mayor Wagner,

I write to voice my support for Irvine's bid to become the home of Amazon's proposed second headquarters. Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

As one of the leading companies in the world, Amazon would be a natural fit in Irvine. With excellent education, housing and entertainment opportunities, Irvine is uniquely qualified to host a company of this caliber. Hundreds of companies have come to call Irvine home, and I would like to encourage Amazon to strongly consider making it their home as well.

Sincerely,  
**TRUMARK HOMES, LLC**

**Eric Nelson**

Eric Nelson  
Trumark Homes  
Vice President – Community Development

EAN/en

**RECEIVED**

SEP 25 2017

September 20, 2017

**CITY COUNCIL AGENDA****ITEM NO** 4.2**DATE:** 9.26.17CITY OF IRVINE  
CITY MANAGER'S OFFICE

The Honorable Donald P. Wagner  
Mayor of Irvine  
1 Civic Center Plaza  
Irvine, CA 92606-5207

Dear Mayor Wagner:

Tustin Unified School District is enthusiastic about the possibility of Amazon building their HQ2 facility in Orange County. We pledge our full support to the City of Irvine as they work with Amazon to make their new home in our area.

Tustin Unified is heavily invested in educating students that will grow to be ideal employees and future leaders for companies like Amazon. We have nearly 24,000 students within TUSD. Each of these learners is acquiring the communication, collaboration, creativity, and critical thinking skills necessary to contribute to cutting-edge companies. We have a community that has voted in a \$135 million bond measure to assure our students the most engaging and rigorous education possible, and to ensure it is supported with state-of-the-art technology for the next 25 years.

Tustin Unified is known throughout the state for having a diverse, involved and high-achieving population. We are extremely proud of our 98% graduation rate, our high college-going rate, our full range of college and career pathways (including engineering, computer science, manufacturing, graphic design and visual imagery), our quality school facilities, strong arts and athletic offerings, and the fact that our students have access to industry-standard experiences as they pursue their academic endeavors.

In the past year, Tustin Unified students have:

- Built, programmed and launched a CubeSat satellite in conjunction with Irvine schools.
- Qualified seven teams for the World Championships of VEX Robotics. Orchard Hills School finished in first place in North America and second in the world.
- Tustin High School Engineering Academy was selected to compete in the Lemelson-MIT InvenTeams program in Massachusetts.
- Played musical performances in venues as prestigious as Carnegie Hall.
- Won CIF athletic championships.
- Gained access to some of the nation's most prestigious colleges and universities.

**BOARD OF EDUCATION**

Jonathan Abelove • Tammie Bullard • Lynn Davis • James Laird • Francine Scinto

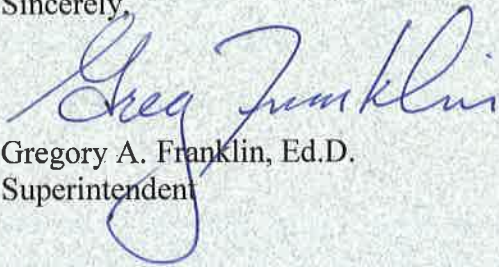
*Handwritten note:*  
Demand  
at office  
Dai  
9/20/17  
JB

The Honorable Donald P. Wagner  
September 20, 2017  
Page 2

- Completed internships at companies such as Boeing and UPS.
- Earned AA degrees before high school graduation in the Early College Program.
- Won multiple awards throughout the world in programs such as Model United Nations.
- Passed a total of 2,136 Advanced Placement and International Baccalaureate exams with a 70% pass rate.
- Ongoing access to on-site innovation labs, makerspaces, and coding experiences.

In summary, we are excited about a future where our students can work for a local company as dynamic as Amazon. We fully support a future Amazon/City of Irvine partnership.

Sincerely,

A handwritten signature in blue ink that reads "Greg Franklin". The signature is fluid and cursive, with a large loop at the end of the last name.

Gregory A. Franklin, Ed.D.  
Superintendent

**LIVE UNITED**



18012 Mitchell South  
Irvine, CA 92614  
949.660.7600  
www.unitedwayoc.org

October 12, 2017

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

**RECEIVED**

OCT 16 2017

CITY OF IRVINE  
CITY MANAGER'S OFFICE

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice the support of Orange County United Way for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine is one of the most innovative cities and is home to numerous start-ups and longstanding successful businesses. The non-profit community in Irvine and Orange County benefits from the success and the strong sense of community in the region. Amazon would be a perfect fit one of the most coveted business, education, non-profit and lifestyle meccas in the nation.

Irvine has established itself as Southern California's economic and technological leader. Calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year.

Today's Orange County United Way fights for the Education, Health, Housing and Financial Stability of every person in Orange County. We focus on long-term solutions to the most critical interconnected challenges facing local children and families. Through our 10-year collaborative, community-wide action plan, "FACE 2024" (an acronym for Fund, Advocate, Collaborate, Educate), by 2024 we will cut the high school dropout rate in half, increase the number of healthy youth by one-third, cut the percentage of homeless and housing-insecure children in half and reduce the percentage of financially unstable families by 25%. By mobilizing local businesses, community organizations, governmental agencies and individuals, we make a long-term measurable difference in our community. We are proud to be based in Irvine.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees.

Sincerely,

Susan B. Parks  
President and CEO

cc: Ms. Carla Vargas  
Ms. Rebecca Tann

CC  
CM  
AM  
DD  
PIO

**FACE 2024**  
FUND | ADVOCATE | COLLABORATE | EDUCATE

clerk

Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

October 10, 2017

RE: Amazon in Irvine

Dear Mayor Wagner,

I would like to add my voice and that of my company, Unitrade Ltd., to the many citizens and firms who support Irvine's bid to make Irvine the new home for Amazon's second headquarters.

Irvine is home to many start-ups and numerous mid-cap successful businesses. Amazon would be a 'glove like' fit in our innovative community.

Irvine has established itself as So Cal's economic and technological leader, calling itself home to more than nine hundred tech companies, burgeoning bio-med and aerospace firms. Add, state of the art hospitals, laboratories and related medical facilities along with art and cultural facilities to enhance the lifestyle of our residents and your future employees.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of innovators and successful businesses reside in Irvine, and we would like to welcome Amazon to strongly consider making it their 'HOME' as well.

Sincerely,

K.L. Dufour  
Founder, Chairman

October 18, 2017

The Honorable Donald P. Wagner  
Mayor  
City of Irvine  
1 Civic Center Plaza  
Irvine, California 92606

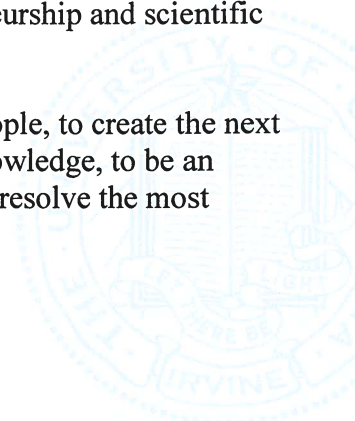
Dear Mayor Wagner:

More than 50 years ago, what was once dusty ranch land was imagined as a place for “one of the great institutions of higher learning in the land.” The university was seen as an essential catalyst, an anchoring institution, in creating a great urban area, home to hundreds and hundreds of thousands of people, living and working in new, planned communities with great schools and great businesses. From the beginning our founders had in mind a new paradigm of public-private partnership, so the master plan for the campus and the master plan for the City of Irvine were designed as one. We join with you again today to imagine a place with new promise and opportunity through the support of the City’s proposal for the Amazon HQ2.

The campus has established itself as a provider of first-class educational and extracurricular experiences for a diverse student body and as a premier research institution. Notably, it is a focal point for the thriving cultural and business community that surrounds it, thanks to the impact made by students, faculty, staff, and alumni. The majority of our 188,000 alumni live and work in Orange County and across Southern California, making us a major supplier of the region’s talent-rich workforce and business and community leadership. We provide this region with its only world-class academic medical center, making available to our neighbors today the future of wellness and disease treatment.

UCI is one of America’s leading public research universities, and rated by the *New York Times* as the No. 1 top college doing the most for the American dream. Our accomplished student body and eminent faculty are actively addressing today’s grand challenges through collaborative, forward-thinking research that crosses a multitude of disciplines. We welcome Amazon to take advantage of the one-of-a-kind, innovative, and creative workforce found in the UCI community and alumni base. Together, Amazon and UCI, with our unique public-private partnerships, can help drive regional entrepreneurship and scientific innovation.

And given the scope of our university's mission – to educate the brightest young people, to create the next generation of researchers, scholars, and professionals, to explore the frontiers of knowledge, to be an engine of innovation, to fight disease and improve human health, to understand and resolve the most



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Mayor Donald P. Wagner  
October 18, 2017  
Page Two

serious challenges facing our community and our world – we have unique contributions to make as Orange County continues to develop as a world-class metropolitan area.

Our strategic plan is focused on engaging in the kind of innovative research that could drive regional entrepreneurship and economic development. We look forward to continuing our close collaboration with the City of Irvine, the Greater Irvine Chamber, and area companies to help maintain Irvine as one of the most economically vibrant communities in the region.

Sincerely,

A handwritten signature in blue ink, appearing to read "Howard Gillman". The signature is fluid and cursive, with the first name "Howard" being more prominent than the last name "Gillman".

Howard Gillman  
Chancellor

## Laura Perdew

---

**From:** Brian Dozer <briandozer74@webster.edu>  
**Sent:** Friday, September 15, 2017 10:27 AM  
**To:** AmazonIrvine  
**Subject:** We strongly support Irvine's bid for Amazon's HQ2

We are proud to call Irvine home for our campus and believe deeply in this city and community. We feel that Irvine would be an exceptional home for Amazon's new headquarters and we strongly support the efforts of the city and Greater Irvine Chamber.

Best,  
Brian

Brian Dozer, D.Mgt.  
Director, Irvine Metro Campus  
Webster University | 32 Discovery Suite 250 | Irvine, CA 92618  
Office: 949-450-9066 | Mobile: 949-505-2889  
[Website](#) | [Facebook](#) | [Twitter](#) | [LinkedIn](#)



October 16, 2017

The Honorable Mayor Don Wagner  
1 Civic Center Plaza  
Irvine, CA 92606

Re: Support for Amazon HQ2 in Irvine

Dear Mayor Wagner,

I write to you today to voice my personal support and the support of Whittier Law School for Irvine's bid to make itself the home to Amazon's proposed second headquarters. Irvine is one of the most innovative and cities and is home to numerous start-ups and longstanding successful businesses. Amazon would be a perfect fit in this business, education and lifestyle meccas in the nation.

Irvine has established itself as Southern California's economic and technological leader, calling itself home to more than 900 tech companies, burgeoning bio-medical and aerospace industries, and state of the art hospitals and medical facilities. Furthermore, Irvine is home to the University of California, Irvine (UCI), which produces 60% of the STEM degrees in Orange County each year, as well as two active and productive law schools – Western State School of Law and Whittier Law School.

As one of the leading companies in the world, Amazon would be a natural fit in this community that is uniquely qualified to be a home to the company and its employees. The Irvine Unified School District (IUSD) is widely regarded as one of the top school districts in the country, recently being recognized as being a "Top Five District for Student Achievement" by the non-profit organization, Education Cities. Additionally, this year IUSD has 109 National Merit Award semifinalists, most in the Southern California region.

Hundreds of innovators and successful businesses reside in Irvine home, and I would like to welcome Amazon to strongly consider making it their home as well.

Sincerely,



Rudolph C. Hasl  
Interim Dean  
Whittier Law School