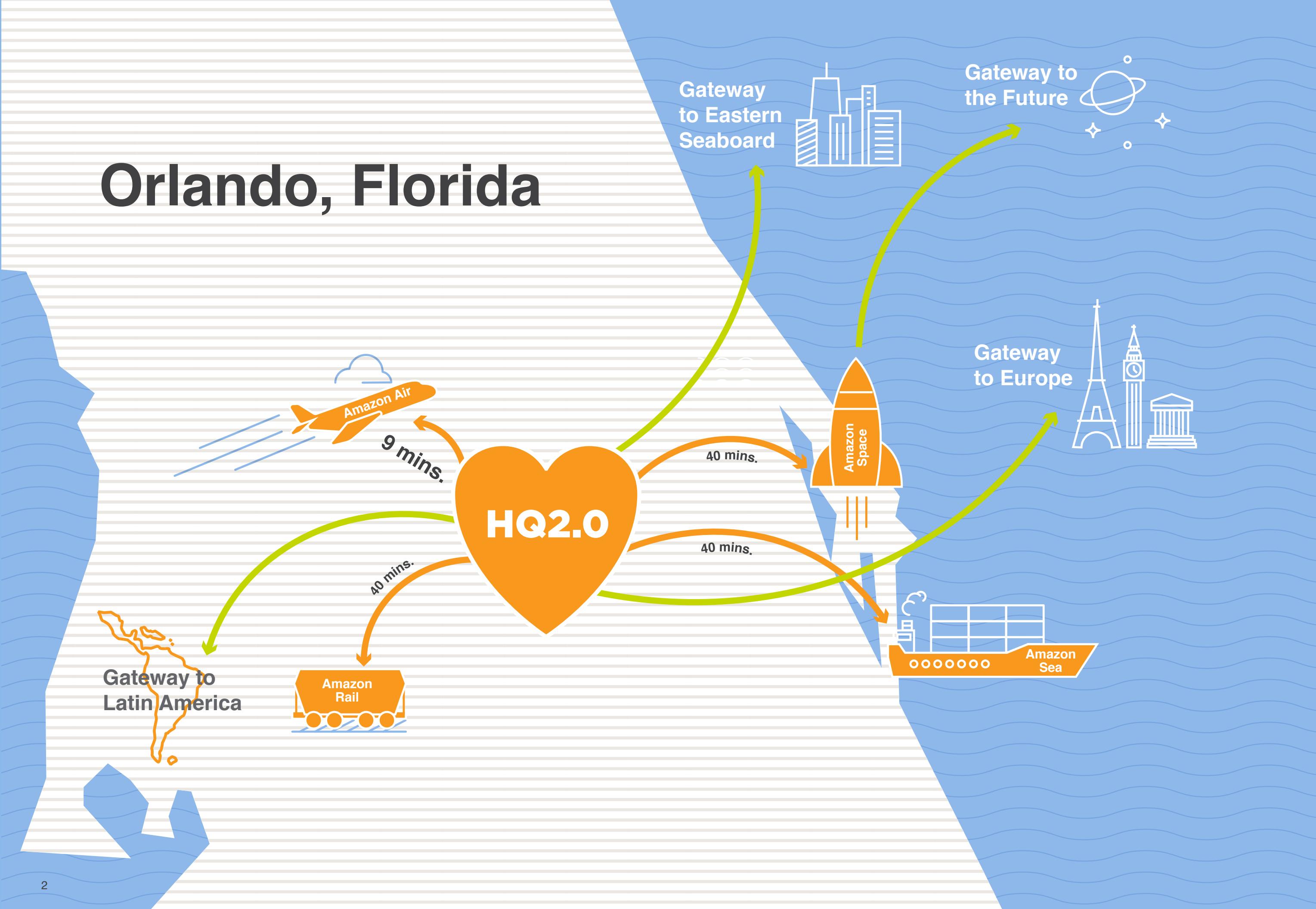


Lake Nona + Sunbridge

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Orlando, Florida



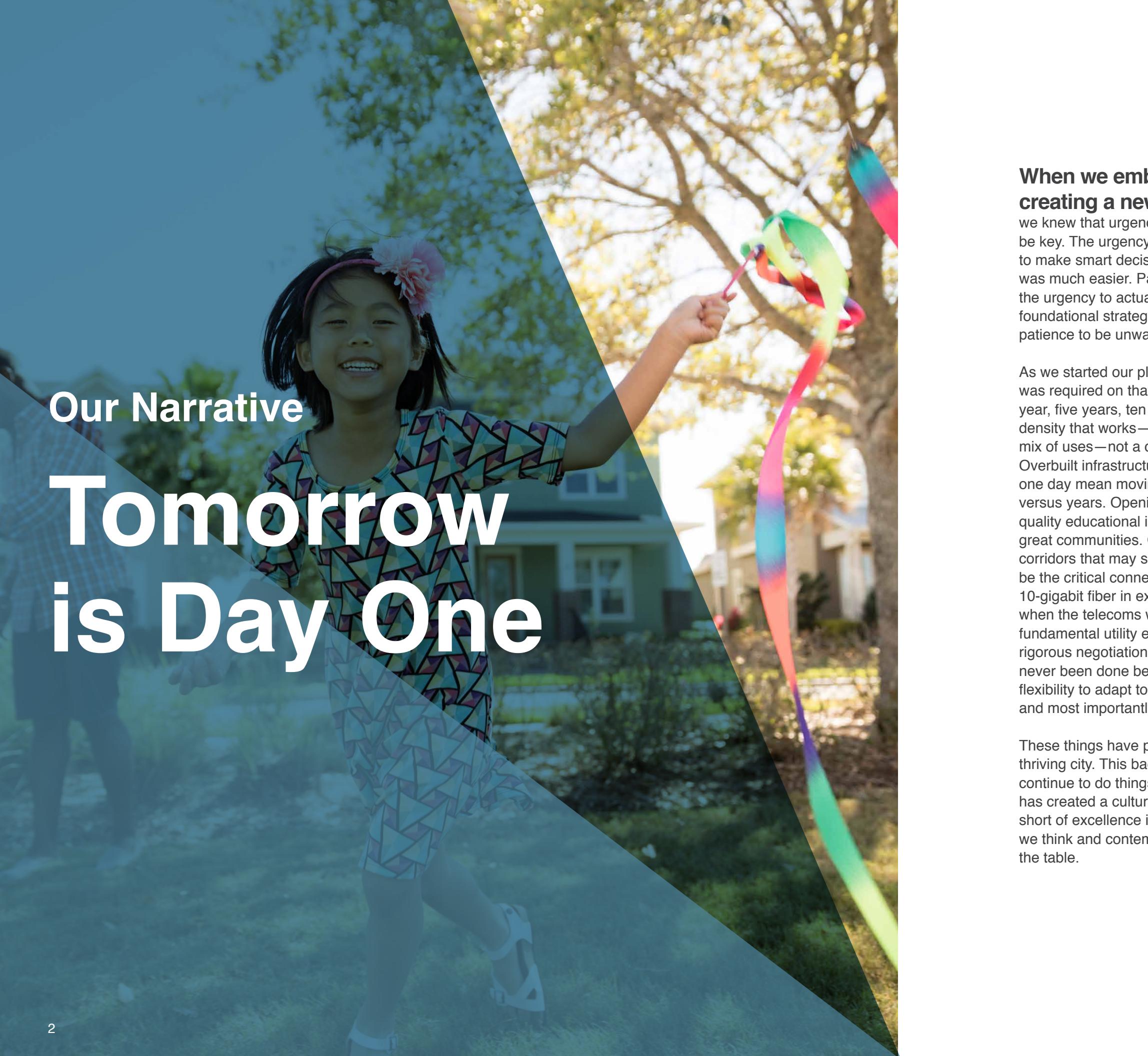
Dear Amazonians: Imagine if...

- Amazon's next headquarters was located within a thriving, diverse, neo-urban community that was named the 'Next Great American City' by FORTUNE Magazine.
- You partnered with a single, well-capitalized, invested, visionary owner with more than 40,000-acres in Central Florida and an international portfolio that spans 10 countries... that offers you an abundance of strategic sites and plenty of room to grow.
- Your next headquarters was centrally located within a "portropolis" along the U.S. eastern seaboard and less than a 40-minute drive to the leading U.S. spaceport (home to Blue Origin), deep-water seaport, an intermodal logistics railway port and within 9 minutes to JD Power's 2017 #1 ranked "Mega" Airport in the U.S. with a brand new Intermodal Transportation Center that provides direct connections via light-rail, commuter and express trains, roadways, buses, and an Automated People Mover.
- Your employees had abundant, high quality, lower cost housing.
- HQ2.0 was located within a technologically rich and innovative infrastructure driven by a robust 10+ gigabit fiber network that was named one of nine global and the only U.S. 'Iconic Smart + Connected' Cities by Cisco.
- HQ2.0 was located in the most attractive site for employee relocation in a place that reinvigorates with daily doses of sunshine in the great outdoors, amidst a hub specializing in human performance and training, resulting in a happier and therefore more productive employee—which is priceless.
- HQ2.0 was already home to one of your new high-tech fulfillment centers opening in 2018.
- HQ2.0 was located within a large-scale, master-designed, forward-thinking community whose mission has always been: "To create the ideal place that inspires human potential through innovative collaboration." It's been called a 'Living Lab', with partnerships that include some of the world's most noted brands and the country's second largest and "Top 25 Most Innovative University."



RASESH THAKKAR
Senior Managing Director
Tavistock Group

We look forward to welcoming you.



Our Narrative Tomorrow is Day One

2

When we embarked upon our journey of creating a new city—a city within the City of Orlando—we knew that urgency and patience, at the same time, would be key. The urgency to make quick decisions, and the patience to make smart decisions. The patience to say “no” when “yes” was much easier. Patience to do things right, the first time, and the urgency to actually do them. The urgency in creating our foundational strategy before moving the first piece of dirt, and the patience to be unwavering in our commitment to it.

As we started our planning process, we did not just look at what was required on that *day one*, we thought about day one in a year, five years, ten years and ten decades later. We wanted a density that works—drives connections and convenience with a mix of uses—not a concrete jungle without the luxury of space. Overbuilt infrastructure that wasn’t necessary, but we knew would one day mean moving a partner into their new building in months versus years. Opening schools before their need, recognizing quality educational institutions are a fundamental element of great communities. Constructing multimodal transportation corridors that may sit latent for a while, but in the future, would be the critical connection points of a growing community. Laying 10-gigabit fiber in expensive duct-banks throughout our property, when the telecoms wouldn’t, because IoT and connection is a fundamental utility enabling the future of cities. Going through rigorous negotiations to structure entitlements in a way that had never been done before so that we would have the long-term flexibility to adapt to market shifts, to the ever-changing world, and most importantly, to our partner’s needs.

These things have proven to be the platform for a growing, thriving city. This backbone has allowed us to do things, and continue to do things, that are not possible in other places. It has created a culture of execution and innovation where nothing short of excellence is acceptable. That we must design the way we think and contemplate the future. That everything is on the table.

As our city has grown, so too has our experience. We’ve learned through action. We’ve stood side-by-side with our partners as more than 10 million square feet was constructed over the past ten years. We’ve learned from mistakes and successes, from opportunities missed and opportunities realized. We’ve watched as more than 2,000 people a year move into our community, choosing to bring their families here, to make this their home. We’ve welcomed thousands who were recruited from all over the globe. People who have chosen to work in a new, exciting place, where peak performance is a way of life and their wellbeing is a priority.

Some of our successes have happened in the most organic way. On our first day one, we could have never imagined that one day the Global Wellness Institute would call us, “the most sophisticated example in the world of what master planning for wellness can accomplish.” We never dreamed that we would have three major colleges establish campuses on our holdings. That a premiere bio-medical research institution would choose us as their east coast location. That the United States Tennis Association would build the largest tennis facility in the world here and move their team from New York. That Johnson & Johnson would choose us as the site for their first-ever longitudinal community study, and deem us a “Living Laboratory.” That Technogym would partner with us to create the first U.S. Wellness Ecosystem. That Cisco would designate us its first Iconic Smart + Connected city in the U.S. But as these things came to be, it was evident that our community, our family, was focused on wellbeing. They wanted to live their best life. This has become part of our fabric, woven into every decision, every conversation. Now we plan for staircases to be the most prominent feature, not elevators. We build buildings that are not only LEED certified but also Delos WELL certified. We have developed more than 44 miles of trails. We focus on how the built environment makes people healthier, happier. We are proud that our residents, co-workers and guests experience something unique here. They understand and embrace the importance of wellbeing for every person. They know and expect that our community is family, and this built environment gives them every opportunity to thrive.

Our biggest success, and point of pride, is our people. The people who choose to live, work, learn and play in our city are amazing. The diversity, openness and engagement of our residents is genuinely awe-inspiring. We knew we wanted to build something unique, not a typical city. Distinct and quality architecture was a non-negotiable. Diverse housing types for every person, no matter their stage of life or desire, would always be met. We hoped this would attract a unique group of people, and we continue to be amazed at how right that assumption was. We can’t explain with 100% certainty why 80% of our residents have a college degree, why our average age is 36, or why we are the fastest-growing community in Central Florida, but we are excited by it. The one thing we do know is that it has happened organically...and this is why we are so proud. We know that we can only influence people so much. We simply present our story, they have to make the decision. It is the people who are living it every day that bring it to life, the ones that tell their friends and family that this is the best place to be.

And now, we are excited about today. About the day one that greeted us this morning. We woke up thinking about you. Thinking, what would Amazonians say we should build at our Town Center, how would they help us shape those 3.8 million square feet? We are thinking about the 650 hotel rooms under development and how can we change an industry. We are dreaming about what Amazon’s day one looks like in our city. How would we work with Amazon to change the way Amazonians live, not just at work, but at home, in our neighborhood, in our community? We are thinking about all the potential partners that would welcome your team. The thousands of students nearby, that would be clamoring for a chance to join you. We are thinking about synergies with our team, our residents, and our partners who bring the innovative ideas to the table that make things happen.

We want Amazon, and Amazonians, to be part of our community, our city. We want to offer you the opportunity to not just build a building or establish a presence, we want to join hands with you, to become your partner. We want you to help us take the spark that has already happened, the growth trajectory we are on, and accelerate it, help shape it.

All in Central Florida, built on a foundation of hospitality, a welcoming spirit where no dream is too big. You can be part of the team that is exploring, developing, and executing on: the future of homes and how they are built; creating commercial buildings that improve workers’ lives; disrupting and advancing the physical components of retail at scale, in Orlando—a setting that is a microcosm of the U.S.; exploring the impact of technology on hospitality and how guests interact with the buildings, their surroundings and each other; testing new utility strategies that achieve higher levels of sustainability; creating a transportation network that makes people safer, gives them back more time in their day and is exponentially more efficient. This is the place where, together, we can have an impact on the future of cities.

We are a partner that Amazon can dream with. A partner that has the ability and resources to execute on those dreams. **At Tavistock there is only one person that needs to make the decision, not a committee.** We have the capital, land, entitlements, utilities, transportation system, labor force and technology to execute today. We have experience in developing, constructing and delivering the highest-quality buildings and environments, on a large scale. We are willing to partner in ways that are unique. We are offering millions in incentives. We are offering thousands of residential units, for your control, to ensure the right housing for your team is always there. We are offering an aggressive and permanent employee relocation package. We are joined with JD Power’s #1 rated mega-airport in the U.S., in a tax-haven state with sunshine year-round. We are offering a site, in a region, that has more than 500,000 higher-education students, less than 40 minutes from the leading spaceport in the U.S. We are offering a financial structure that allows you to maintain capital efficiency. We are offering a political and governmental structure that is waiting with open arms to meet every one of your goals. **But most important, we are offering a place where your people will be happy, healthy and productive.** A place where they will be proud to say they are from.

We woke up with an urgency today. We patiently wait for *day one* tomorrow.

3



Tavistock Central Florida Holdings Lake Nona & Sunbridge

Spanning the City of Orlando, Orange and Osceola Counties

Approved Entitlements

Hotel Rooms	Residential Units	Non-residential SF
9,000	44,013	32,117,999

Investment

	2006 – 2016	2017 – 2020
Public Infrastructure	\$204,400,000	\$1,736,110,000
Vertical Development	\$4,036,955,200	\$2,307,558,500
TOTAL	\$4,241,355,200	\$4,043,668,500

We've set the foundation.
We've built the momentum.
We're ready for you.



Our Mission Statement: To Create the Ideal Place that Inspires Human Potential Through Innovative Collaboration

Laureate Park Village Center



"The partners here will create
the future at Lake Nona, and our
imagination is our only limit."

ALEX GORSKY
CEO
Johnson & Johnson



"When you build out a community
with this infrastructure, it's going to
have legs for decades."

JOHN CHAMBERS
Executive Chairman and Former CEO
Cisco



"As the prestige of the Lake Nona
project has grown, more institutions
are coming aboard."

THE NEW YORK TIMES
September 2016

TAVISTOCK®
—G R O U P—

Tavistock Group is a privately held investment organization founded by Joe Lewis more than 40 years ago. With investments in hundreds of companies across 10 countries, Tavistock Group's holdings are diverse and significant in scale. The company's investment sectors include sports, restaurants, real estate including resort properties and private clubs, master-planned communities, life sciences, finance, energy, consumer products and retail. Headquartered in The Commonwealth of The Bahamas, Tavistock Group has offices in the United States, United Kingdom, Australia, Germany, France, The Netherlands, Poland, Bulgaria, Mexico and Argentina.

TAVISTOCK
DEVELOPMENT COMPANY

With a real estate portfolio highlighted by Lake Nona and Sunbridge, Tavistock Development Company is setting a new standard for the way in which business and residential communities are being designed, developed, marketed and programmed, focusing on high quality, technologically rich and innovative development. Lake Nona was also recognized by Cisco as the only designated "Iconic Smart + Connected Community" in the U.S. – one of only nine such communities in the world.

Tavistock Development Company has a unique vision for what makes communities thrive. Through self-investment, Tavistock has produced a thoughtfully designed, "neo-urban" community that leverages the best aspects of community planning, technology, architecture, sustainability, business development, location and quality of life.

A desirable, 21st century lifestyle requires an approach to community design that is focused on enhancing how we live, work, learn and play, all while addressing the physical, mental and emotional aspects of a person's health and wellbeing. Part of that focus is on the built environment and part is on the programming or soft infrastructure side. Tavistock has done both, earning accolades and results, to create market-leading projects.



The Most Attractive Location for Employee Relocation.

Residential Options

Tavistock developments offer one of the widest breadth of products in the U.S., from apartments (micro, urban, modern flats and garden) and for-sale housing, to townhomes and multi-million dollar estates... more than 1,500 new residences started construction in the first six months of 2017 alone.

Quality of Life

A “Neo-Urban” community, thoughtfully designed from the ground up to enable a healthier, more sustainable, and happier life for our residents—all connected by a minimum 10G fiber backbone.



“Lake Nona has attracted great minds from around the globe.”

TERRI FINKEL, MD, PhD
PhD Physician and Chair of the Department of Pediatrics and Pediatrician-in-Chief and Chief Scientific Officer Nemours Children’s Hospital



“Having the GuideWell Innovation Center located in Lake Nona, which was built on the spirit of collaboration and innovation, helps us recruit top talent looking to surround themselves with leaders eager to partner and transform their industries.”

PHYLLIS TIMMONS
GuideWell Senior Manager of Human Resources

Unique Incentives for Tavistock Holdings

With a highly mobile workforce in the U.S., having a site and a partner that can be creative in supporting the most attractive relocation package is key. Additional regional and government incentives are listed in the individual site sections.

CDD

With Amazon’s construction of 8 million square feet of corporate office, the Improvement Districts can provide approximately **\$100 million** in related public infrastructure, including roads, utilities, parks, transit and parking. Funding requires an amendment to the Capital Improvement Plan and approval by the District Board, which meets monthly. Tavistock retains the majority position on the District Board.

Housing

Tavistock is willing to **construct a minimum of 1,000 single-family homes and 1,000 apartment units** for Amazonians pursuant to a master lease with Amazon. This will allow Amazon flexibility to control the cost of living for their employees over time. Tavistock will agree to release individual homes from the master lease upon purchase by Amazonians. This is in addition to the development of thousands of homes for which entitlements are in place.

Capital

In order to facilitate Amazon’s capital efficiency, limit development risk, and allow Amazon to focus on its business, Tavistock is willing to **fund and construct Amazon’s HQ2.0 of 500,000 to 8 million square feet**, pursuant to a master lease structure or development agreement.

Brokerage

Tavistock will assist Amazonians with residential relocation services through its affiliated residential real estate brokerage and **will rebate all Amazonians 25% of the routine real estate commissions** for any residential purchase within Tavistock’s land holdings.

Homebuilding

Homebuilders will provide a **10% discount to Amazonians on options selected for any home** built on Tavistock’s Central Florida Holdings.

Mobility Fees

Reduction in mobility fees based upon modeled internal capture from mixed-use project and transit.

Labor Force

Attractive for Creative, Smart People

Our workforce is young, vibrant, highly educated, and growing.

Relocation Hotbed

Major employers continue to attract top talent from around the globe to our site—the regional jobs and economic leader.

Innovation Ecosystem

Thoughtfully designed, smart, sustainable environments attract innovators.

Market Advantage

Superior mobility, sizable and growing population, leading housing market.

Robust Pipeline for Next-Gen Talent

Robust onsite education ecosystem with three colleges that innovate and partner with our community.

Wadley Donovan Gutshaw Consulting, 2015 Labor Force Study

1. Area attracts a knowledge worker labor pool
2. Targeted resident characteristics lead the region, and are:
 - a. Younger (median 36 years)
 - b. High Growth (52% over 5 years)
 - c. Highly Educated
3. The corporate setting is high-end and all tenants are among the region's employers-of-choice
4. Top Base 100 position rating scorecard for recruiting knowledge workers

Our Community

80%

with a college degree

36

average age

45%

completed graduate school

1st

neo-urban community

“...the Lake Nona development known for neo-urban residences, schools, hotels...”



ORLANDO SENTINEL



Canvas Market

Talent-Rich Environment

What we have built is a forward-thinking community that has attracted an extremely educated residential base and a robust onsite and proximate collaborative education environment that runs from early education to higher education providing an incredible pipeline of talent for the future.

Tavistock's Lake Nona community boasts an incredibly talented residential base with more than 80% of residents with a college degree and 45% having completed graduate school. For more than a decade, award-winning Lake Nona has attracted forward-thinking business innovators and highly educated residents committed to building a modern, 21st century environment that enables meaningful and impactful lives.

Central to the development, growth and success of our communities is the concept of anchoring commercial development around clusters of excellence in health and wellness, sports and performance, education and technology, where the right businesses and institutions are located in proximity to foster collaboration and industry breakthroughs. Building a community based on this strategy has allowed us to bring in the right new industries into the region to fuel economic growth and job creation.



LYNNE DOUGHTIE
CEO AND CHAIRMAN
KPMG US

“The Lake Nona community was really the top choice for so many reasons. One being the collaboration and innovation that exists here with other world-class organizations and being part of that community, and such a welcoming community, as well as something that we’re excited to be a part of. There was also the airport. We really wanted a location where our people, thousands of people getting in and out really quickly, maximizing their time away from home. And also having an environment where there are fun things to do while you’re here as well. I think all of those make Lake Nona one of the best destinations for our new facility.” — Groundbreaking of KPMG’s new Lake Nona campus

Homes for Everyone

We offer numerous diverse housing options from sprawling multi-million-dollar estates and multi-family houses to townhomes, bungalows and affordable apartment complexes across our developments within neo-urban, country club and suburban settings. Many of our neighborhoods are built on a gigabit fiber network with an intentionally planned ecosystem that promotes activity, sustainability, social connection, learning and wellbeing.

Of note, a recent resident survey shows that more than 25% of new homebuyers are moving to a Lake Nona neighborhood from within the immediate Lake Nona area or from another Lake Nona neighborhood. This is evidence of how much our residents like what we do as a developer and Lake Nona's ability to build a long-term community where families establish roots and values continue to rise. As a long-term holder and community operator, Tavistock is a unique company that takes pride in its residential developments and remains engaged long after all the homes are sold.

"Viewed from the ground, the scale and ambition of Lake Nona is impressive. Its residential plan seems to anticipate every personal and professional need."



FORTUNE



Education

A New Model for Learning

A collaborative learning environment, designed to give students the ability to engage in real-time interactions with researchers, doctors, professors and businesses within Lake Nona and around the world.

Beyond the Halls and Walls

Inspiring human potential, performance and offering unprecedented training and lifelong learning opportunities beyond the halls and walls of schools.

Crayons to Cryobiology

Abundant, top-rated schools offer educational opportunities from PreK to PhD, without ever having to leave the community.

Innovative Collaboration

Pioneering partnerships that advance learning through innovation—shared high school and college campuses advancing degrees, industry-led programs driven by major employers, co-educational spaces that have set the new national standard.

Direct Pipeline of Talent

Numerous top ranked colleges, universities and research facilities clustered within walking distance, where students' ability to innovate and create leads to the community's long-term retention of top talent.

12k

students in our schools

"A"

rated public schools

1st

school & YMCA joint campus in the U.S.

1st

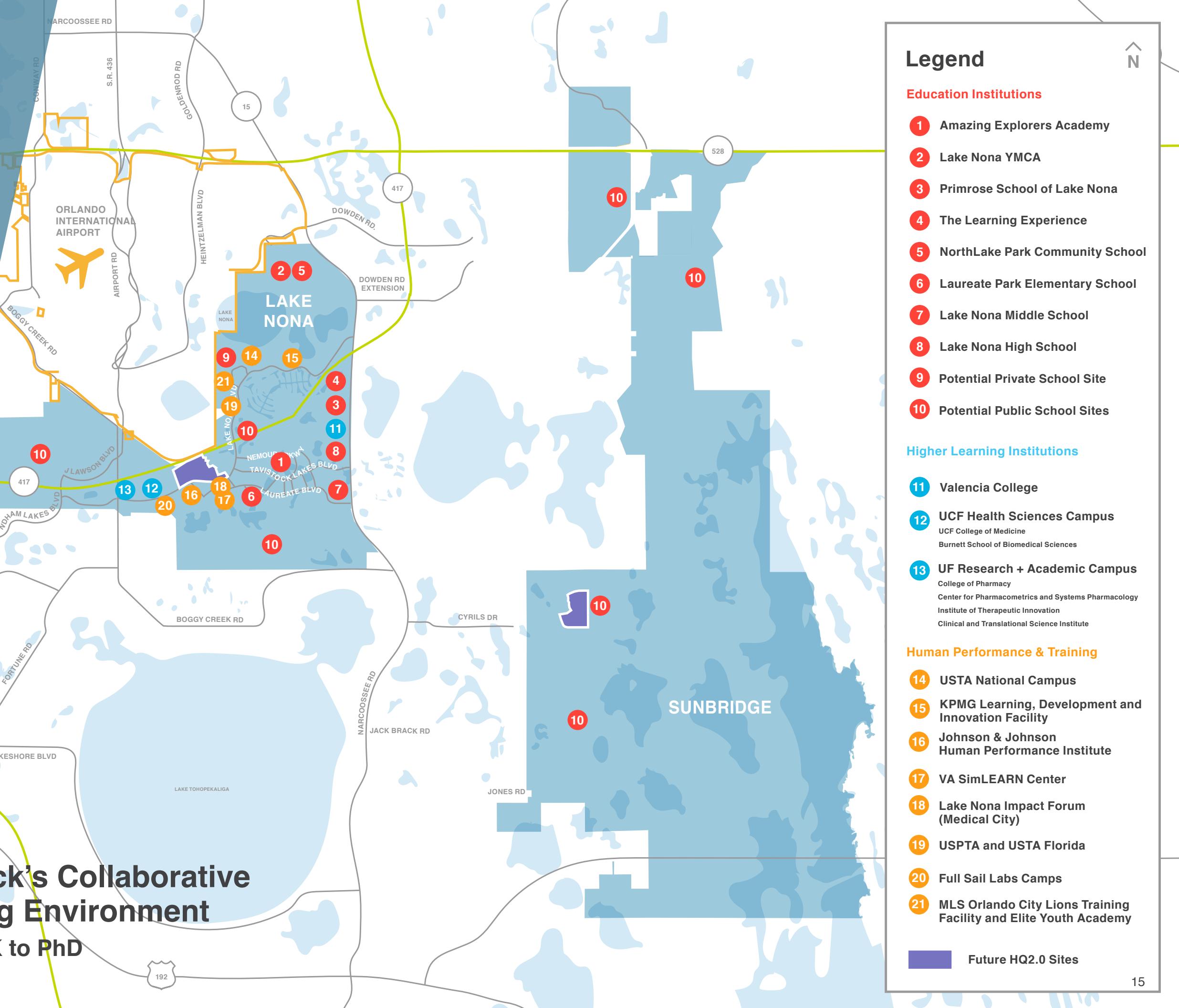
accredited university-based
College of Medicine in Orlando

3

onsite colleges

1st

school & YMCA joint campus in the U.S.



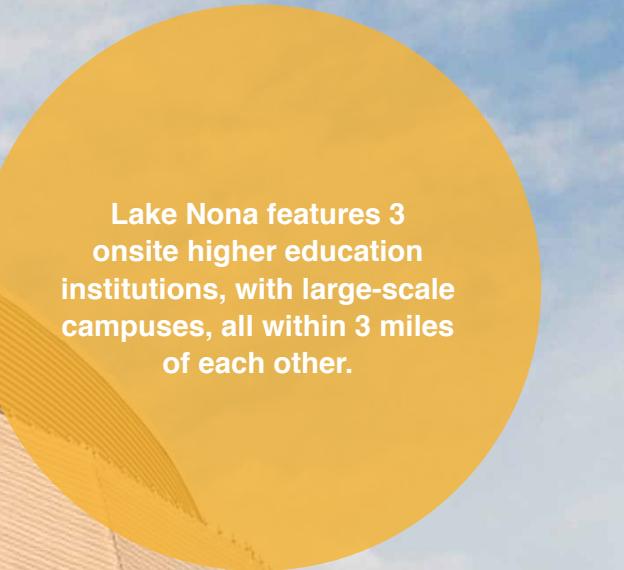
**Tavistock's Collaborative
Learning Environment
From PreK to PhD**

Direct Pipeline of Talent

Tavistock believes that a community should be built on the proven idea that proximity accelerates innovation.

With multiple institutions of higher education and research centers, Lake Nona has created a culture of collaboration guaranteed to provide excellent learning experiences and university education.

UF Research & Academic Center



Lake Nona features 3 onsite higher education institutions, with large-scale campuses, all within 3 miles of each other.

University of Central Florida Health Sciences Campus

- University of Central Florida ("UCF") Health Sciences Campus onsite at Lake Nona
- Part of the No. 2 largest university in the country, rated among "Top 25 most innovative universities"
- Tavistock holdings are less than 20 minutes from UCF's main campus

University of Florida Research & Academic Center

- University of Florida's (UF) College of Pharmacy onsite at Lake Nona
- Housed within Lake Nona's UF Research & Academic Center, the Pharm. D. Program is ranked among the top 10 in the country (US News & World Report)

Valencia College

- Named the best community college in the nation by Aspen Institute, with more than 5,000 students onsite at Lake Nona
- A partnership with the adjacent school enables high schoolers to graduate with their Associate in Arts (A.A.) degree

Focus on Training & Human Performance

VA SimLEARN Center

The epicenter of training and simulation for the VA system. Opened in 2016, SimLEARN is one of the 10 largest simulation centers in the United States, supporting the nation's VHA facilities.

Johnson & Johnson Human Performance Institute

J&J HPI located in Lake Nona provides training not only to the athlete but to thousands of corporate athletes. HPI helps people transform the way they approach energy to achieve sustained high performance.

UCF/HCA Teaching Hospital

The UCF Lake Nona Medical Center, a 100-bed academic teaching hospital, will be built in partnership with HCA, the nation's largest hospital company. The teaching hospital is being constructed adjacent to the UCF College of Medicine at Lake Nona.

Orlando City

A leading Major League Soccer franchise is establishing their elite training and youth academy home within Lake Nona's Sports & Performance District.

KPMG

Lake Nona is the home of KPMG's state-of-the-art Learning, Development, and Innovation Facility. Set on 55 acres, the 800,000-square-foot facility has 800 lodging rooms (opening 2019).

USTA National Campus

The New Home of American Tennis, \$100M state-of-the-art training center for the best tennis players in the U.S. The largest facility in the U.S. with 100 courts for everyone from amateurs to pros.



New KPMG Learning, Development and Innovation Facility in Lake Nona



USTA National Campus "First Serve" Event

Mobility

Adjacent to Orlando International Airport (MCO)

The site sits next to JD Power's 2017 #1 ranked "Mega" Airport in the U.S. offering a direct gateway to 128 cities.

Automated People Mover

A planned automated people mover (APM) will provide a direct connection from Lake Nona Town Center to Orlando's International Airport.

Adjacent to Super Regional Transportation

Orlando's new Intermodal Transportation Center is just minutes away, with light, commuter and express railway integration, buses, and APMs.

All Roads Lead to Our Properties

With adjacency to both the international airport and new intermodal transportation hub, Tavistock locations offer multiple access points from every direction.

Convenient Commute Times

Offsite drive time averages from all regional residential urban and suburban areas to the site ranges from 15 to 30 minute commutes via roadways.

Pedestrian Friendly Pathways

Dedicated bike lanes and miles of paved and unpaved trails that meander throughout our communities offer pedestrian friendly alternatives to get to your destination.

9
minutes to MCO

44
miles of walking and
biking trails

#1
JD Power
mega-airport

direct
connection to MCO

"One of the fastest-growing cities in the
U.S.A. with the shortest commute times."





Juice Bike Share

Sustainable Mobility Options

Walkability

An interconnected community of pathways, roadways and trails, our communities are designed to get you where you need to go no matter your form of travel. From the HQ2.0 site in Lake Nona, you can walk to 3 hospitals, 80 retailers and entertainment venues, dozens of restaurants, 5 neighborhoods and 4 schools—including two college campuses, all within 20 minutes.

Automated People Mover

A planned automated people mover (APM) will provide a direct connection from Lake Nona Town Center to Orlando's International Airport.

Autonomous Vehicles

Tavistock is planning for the integration of roadway technologies to accommodate autonomous vehicles.

Car Share Program

In one of Tavistock's newest apartment communities adjacent to the Lake Nona Town Center it's piloting a car share program for residents. The program, set to launch in 2018, will feature multiple onsite Tesla Model 3s, encouraging an eco-friendly and neighborly transportation option, in addition to electric car charging stations and bicycle storage.

EV Charging Stations

Powered through our integrated partnership with GE, EV car charging Wattstations™ can be found throughout our communities, which reduce costs and increase the opportunities for better, more environmentally conscious lifestyles.

Juice Bike Share

The popular Juice Bike Share program makes biking more accessible with grab-and-go bike rental stations throughout the Lake Nona community. Each station houses 10 bikes and creates a source of good exercise, green transportation and a great way to explore the community for every resident and visitor.

Connectivity

"No Limits" Fiber Connectivity

Wired for future growth with an excellent GPON "no limits" fiber network and onsite fiber plant, FLR node with 100GB university network.

Only U.S. Iconic Smart + Connected City

Named as first and only U.S. "Iconic City" within Cisco's Smart + Connected Communities initiative, joining Barcelona, London, Skolkovo in Russia, Rio de Janeiro, Toronto, Chengdu / Chongqing in China and Songdo, South Korea as one of nine Iconic Smart + Connected cities in the world.

Innovative Technologies

Prestigious partners, like Cisco, Corning and GE, collaborate in our living lab to create and deploy innovative technologies: DAS collaboration, remote driver LED lighting, monumental art installations with digital projection mapping, multitactions; First master-planned community to offer OTT.

World-class Infrastructure, Data Center

Community benefits from shared, reliable airport and multi-hospital power grids, major internet links.

Cellular Coverage

One of the nation's largest and most innovative DAS deployment; Cell coverage from national wireless carriers blankets the community with multiple towers.

Ownership of Onsite Technology Company

Tavistock owns onsite technology company Dais, that defines and implements technology standards for all homes, businesses and maintains blazing-fast data.

1st
only

Florida gigabit
community

10GB **50GB**

fiber in Lake Nona

fiber in Sunbridge



Living Lab

Technology plays a critical role in the evolution of Lake Nona and its pursuit of better living. To help us execute our mission of creating a healthy, sustainable community, we have made significant investments—establishing a non-profit institute to nurture new ideas, developing a captive technology company to implement these ideas, embracing an integrated council of onsite technology partners to solve problems and bring forth real-time collaborative solutions. We have aligned with both public and private partners, including city governments and universities.

Sunbridge is a new 29,000-acre development in Central Florida by Tavistock that will include a 50GB fiber backbone and 30,000 residential units, opening 2019. Amazon would have the ability to drive tech strategy from day one.



GE

LED Street Lights

In late 2011, Lake Nona committed to 100% LED street lighting for all new street lights, generating a combined annual energy savings of 253,000 kWhs.

The Connected Island by GE Appliances

The Connected Island from GE Appliances was designed based on healthy eating research with Lake Nona residents. The Island is the one and only prototype available exclusively in Lake Nona designed to explore the future of the healthy kitchen.

IT Council

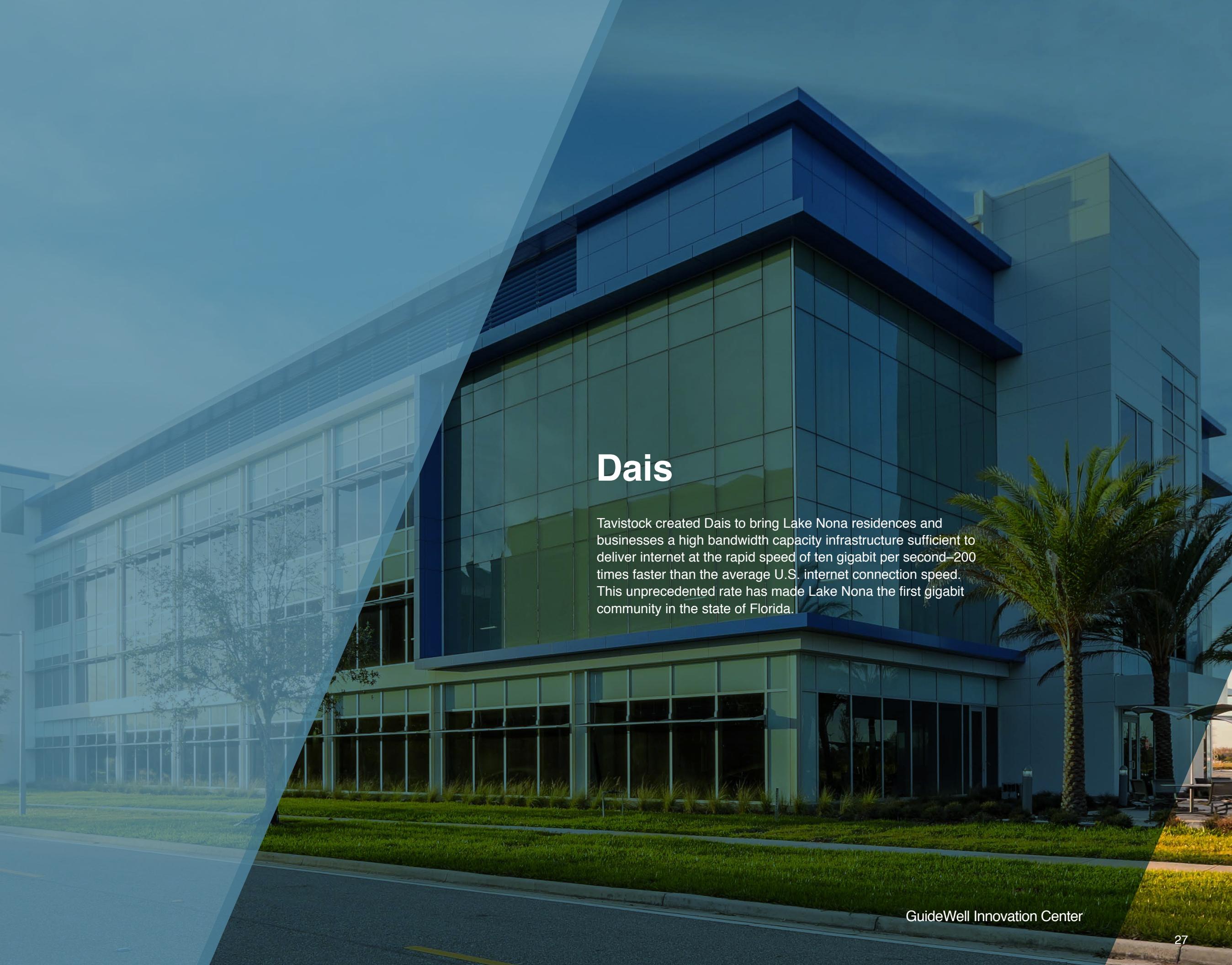
In addition to holding regular meetings with technology companies like Cisco and GE to carry the vision to the next level, Lake Nona's technology team also brought together the Medical City technology leaders in an "IT Council" dedicated to planning and promoting technology in the cluster.

WHIT

WHIT is our Wellness Home built on Innovation and Technology, with every detail designed to inspire a healthier life. Both a livable space and living laboratory, WHIT harnesses how you engage your home to develop smarter solutions and reimagine the future of home health.



WHIT



GuideWell Innovation Center

Dais

Tavistock created Dais to bring Lake Nona residences and businesses a high bandwidth capacity infrastructure sufficient to deliver internet at the rapid speed of ten gigabit per second—200 times faster than the average U.S. internet connection speed. This unprecedented rate has made Lake Nona the first gigabit community in the state of Florida.

Sustainability

Conserved & Protected Natural Beauty

Over 40 percent of Tavistock's Central Florida Holdings, more than 17,000 acres, has been left as open green space—untouched, conserved or enhanced park areas with miles of trails and more than 2,000 acres of lakes and waterways.

Sustainable Communities

From co-developing one of the first LED roadway lights with GE to mandating participation in Masco's Environments For Living Certified Green program that provides reductions of at least 30 percent in energy, emissions, and water usage in every home, to innovating healthy building standards with Delos and carbon farming plants.

National Leader in Responsible Water Use & Conservation

Comprehensive approach to responsible water use and conservation that includes Florida-friendly landscaping and limitations, as well as a master-irrigation water conservation plan that relies upon reclaimed wastewater, groundwater and storm water reuse for irrigation throughout communities.

Innovative Technologies

A central chilled water system is available for commercial districts, residential homes are pre-wired with EV charging stations, and partnerships with Kohler and Rainbird are testing and implementing new water conservation products throughout our holdings.

Healthy, Local Food

Tavistock integrates community gardens, local food sources and educational opportunities throughout its developments to create multiple sources for healthy, locally grown food.

32% 17k

more energy-efficient homes vs standard
acres conserved

2k 1st

acres of lakes
Stay Well hotel rooms in Florida





Lake Nona Marriott Courtyard and Residence Inn

Sustainable Living Initiatives

In 2015, Tavistock announced a collaboration with Delos®, the pioneer of Wellness Real Estate™, to bring wellness building and design initiatives to the Lake Nona community to further enhance healthy living. The first-of-its-kind agreement brought multiple innovative programs and health-focused construction and design practices onsite across both residential and commercial projects.

Lake Nona is one of the first communities to feature Delos' wellness-infused designs across more than one real estate typology.

Numerous Delos programs and products are currently on display at Lake Nona's healthy home, WHIT. Delos' WELL Signature™ program has been incorporated into residential neighborhoods, where innovative wellness designs and amenities improve residents' quality of air, water, light, nutrition and sleep. Our hotels feature the region's first Stay Well® rooms that include dozens of evidence-based health and wellness amenities to allow guests to maintain healthy lifestyle practices while on the road. Additionally, Lake Nona has committed to pursuing WELL certification for several commercial office buildings, including Tavistock's headquarter building in the Lake Nona Town Center.

We see the built environment as an asset to maximize human potential. We have created environments that go beyond environmental sustainability and incorporate the best concepts of green technology and sustainability into the physical environment, cultivating healthy lifestyle choices and helping to prevent health problems.

Inspired Homes

With the help of GE, Lake Nona is setting best practices in energy efficiency within the Laureate Park neighborhood. GE's Homes Inspired by ecomagination program, mandates HERS scores lower than 68 as certified by Masco's Environments For Living Certified Green program. These scores provide reductions of at least 30 percent in energy, emissions, and water usage in every Laureate Park home.

Every new home in Lake Nona is pre-wired for a residential electric vehicle charging station. WELL-build standards and high-efficiency appliances keep utility bills at an all-time low.

And during the evening hours, the community is lit up with energy-efficient LED roadway lighting, which helps the community conserve electricity as a whole—up to 50 percent compared to traditional roadway lighting.

Better Building Practices

Tavistock is committed to creating sustainable, healthy building designs in order to ensure environmentally responsible and earth-friendly communities.

As part of this commitment, Lake Nona adheres to the guidelines of the Leadership in Energy and Environmental Design (LEED) Green Building Rating System. LEED is the national standard for the design, construction, and operation of high performance green buildings, and promotes dedication to sustainability by recognizing performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality.

Environments for Living

Laureate Park homes are designed in conjunction with Environments For Living®—a program that assists builders in constructing more environmentally friendly structures through the use of modern building principles, low-emission paints, and non-toxic materials. Altogether, these sustainability practices help us strive for a better tomorrow.

Delos WELL, USGBC & LEED Certifications

Building	Certification
GuideWell Innovation Center	LEED Gold
Lake Nona Town Center Office Building 1 and 2	WELL Building Standard
LandonHouse	WELL Signature Residences
Marriott Courtyard / Residence Inn	Stay Well Rooms
Nemours Children's Hospital	LEED Gold
Sanford Burnham	LEED Gold
Tavistock Development Headquarters	WELL Certified
University of Central Florida Burnett School of Biomedical Sciences	LEED Silver
University of Central Florida College of Medicine	LEED Silver
University of Florida Academic & Research Center	LEED Platinum
USTA National Campus Welcome Center	LEED Certified
Valencia College	Three Green Globes by USGBC



Community, Culture & Quality of Life

A Community Designed to Give You Back Time

Our “neo-urban” designs have been thoughtfully planned from the ground up to give you back more time—and offer the best of urban and suburban living—communities that balance work, family and leisure.

Forward-thinking Environment

Built from scratch, our communities’ bold mission statements inspire everyone to be their best and emphasize health and wellbeing, sustainability, technology, education and social connectedness.

Thousands of (Free) Events

A desirable, 21st century lifestyle requires a balanced approach to community design that focuses on both the built environment as well as its activation. We have created one of the most robust programming calendars with thousands of annual events, from tai chi and yoga in the park to farmer’s markets, movie nights and live music.

One-of-a-Kind Opportunities

Residents and employees have one-of-a-kind opportunities to participate in unique studies and events, from Johnson & Johnson’s longitudinal life study to a pop-up community meditation with Deepak Chopra.

And So Much More

Community pools and aquatic centers, dog parks and trails, gardens and city parks with basketball and tennis courts, soccer, baseball and softball fields; Athletic clubs and moms groups, Nona Brew Crew and more.

0

inches of snowfall

35

minutes to beaches

best

selling community in Orlando

365

days of outdoor recreation

1k+

neighborhood events



“Lake Nona, the most sophisticated example in the world of what master planning for wellness can accomplish.”

GLOBAL WELLNESS INSTITUTE

“

Lake Nona Playground



Luminaries & Lifelong Learning

An invitation-only event, the Lake Nona Impact Forum convenes over 250 thought leaders from business, academia, government and industry sectors who are driving creative, innovative health and wellness solutions, to move the needle on health care expenditures nationally and globally. The Lake Nona Impact Forum is the premier initiative of the Lake Nona Institute, a global advocate for healthy, sustainable and inspired living.

Sponsored by Johnson & Johnson, past participants have included Alex Gorsky, CEO & Chairman of Johnson & Johnson; John Chambers, Executive Chairman and Former CEO of Cisco; Patrick Soon-Shiong, MD, CEO and Founder of Nantworks; The Honorable Robert McDonald, U.S. Secretary Veterans Affairs; Arianna Huffington, Founder and CEO of Thrive Global; Jim Madara MD, CEO of the American Medical Association; Bill Frist, former U.S. Senate Majority Leader; and John Sculley, former President of PepsiCo, and former Chief Executive Officer of Apple.



Healthy Living

The vision for Lake Nona is to create the ideal place to inspire human potential.

To that end, Lake Nona is designed with positive health intentions contemplated into every aspect of the master plan. Built with the underlying philosophy that the most important health decisions are not made in a doctor's office; rather, there are the dozens of decisions individuals make daily while at work, at home, in a restaurant or in retail environments that are the most impactful drivers of quality of life.

Lake Nona has a prevalent culture of health and wellness, thanks to an intentionally planned ecosystem that promotes activity, sustainability, social connection and learning. This includes community design to promote physical activity, community programming that enables wellness and interaction among community members, and measuring our progress to build on and enhance the community as we look to the future. We have also fast-tracked success through innovative collaboration.

Access to Healthcare

Lake Nona Medical City is a 650-acre health and life sciences cluster that represents a deliberate strategy to create a centralized focus on sophisticated medical treatment, research, and education in Orlando.

Lake Nona Medical City has become home to some of the nation's top hospitals, universities, research institutions and health and life science companies, bringing the latest in innovation and care to your backyard.



The Lake Nona Life Project is a long-term community health and wellness study that examines the associations between lifestyles and health among Lake Nona residents and workers. With founding sponsorship by Johnson & Johnson's Health and Wellness Solutions, the project is modeled after the famous Framingham Heart Study (1948), which is widely considered the most important community health study of the 20th Century. Our goal is for the Lake Nona Life Project to have that same importance in the 21st Century. In less than 18 months, more than 70% of eligible adults in the study zone have voluntarily signed up to participate.



The Wellness Company

Through our partnership, Technogym, the world's leading wellness and fitness company, will help Lake Nona create a seamlessly connected fitness community. Movement, exercise, sleep and biometrics will be monitored throughout the course of an individual's life, from kindergarten to university and further into a work and home environment, inside and outside fitness centers. This connected ecosystem based on Technogym's mywellness platform will create the world's largest data bank to evaluate the impact of how a fitness lifestyle can prevent or reduce preventable illnesses, such as diabetes and heart disease.

UCF/HCA Adult Teaching Hospital

UCF and HCA Healthcare have partnered with plans to build a new state-of-the-art medical and surgical teaching hospital. The 100-bed UCF Lake Nona Medical Center will be built adjacent to the UCF College of Medicine, advancing teaching and clinical research programs throughout Lake Nona Medical City.

Signet Medically Integrated Fitness Facility

An 80,000-square-foot medically integrated fitness facility designed to be Lake Nona's central hub for health, wellness, recreation and performance is underway at the Lake Nona site.

Arts & Entertainment

At the heart of every good community is a healthy blend of arts and culture. From public art installations and live music to cinema events and access to Orlando's greatest artistic institutions, Tavistock's Central Florida developments offer those who live here plenty of chances to kick back, relax, enjoy and be inspired by work from some of the most iconic artists of our times. For Tavistock, arts and culture are truly parts of our DNA.

Live + Global Festival

Splashes of color, vibrant rhythms and delicious flavors transform Lake Nona Town Center into an international block party as hundreds of residents celebrate each global cultures.

Tom Fruin's Glass House

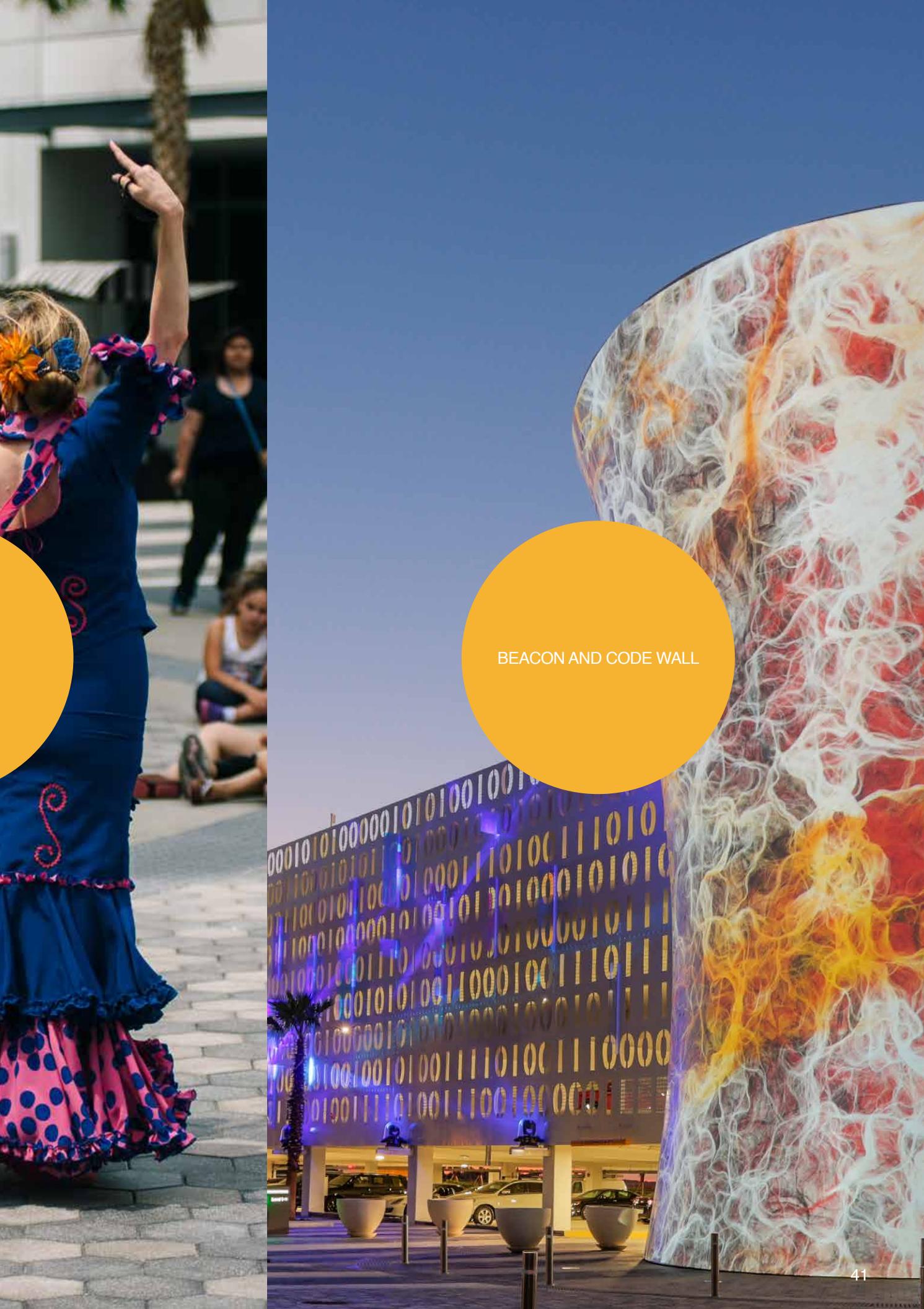
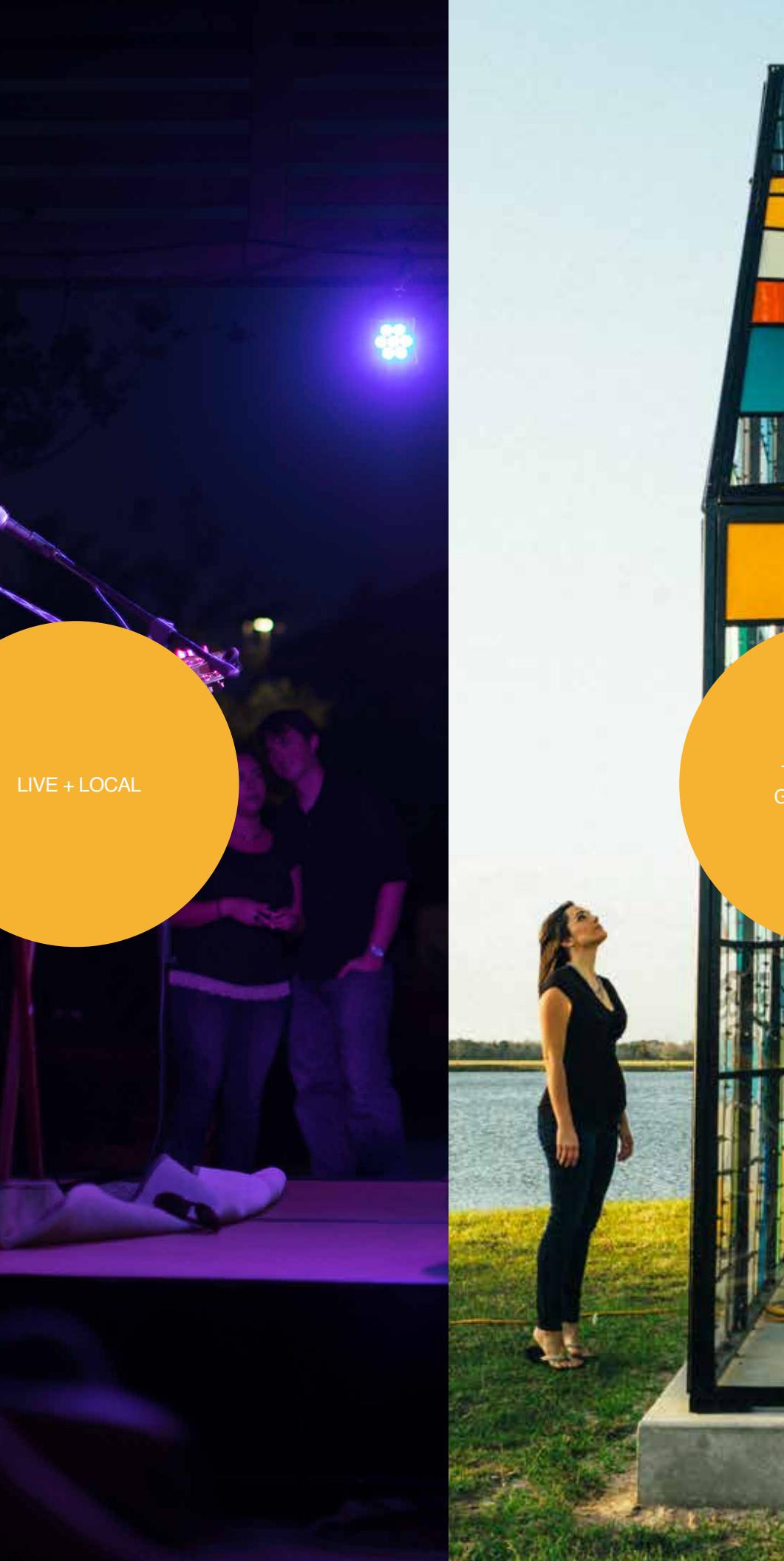
Situated in Lake Nona, this installation by Brooklyn-based artist Tom Fruin, is a kaleidoscopic piece that utilizes reclaimed materials and celebrates overlooked landmarks by pulling cues from sustainable urban design and American folk art.

Beacon and Code Wall

At the heart of the Town Center stands "The Beacon and Code Wall." "The Beacon" is a six-story landmark that comes to life at night with a visual experience of video, music and interactive elements. Alongside stands "Code Wall," an installation of specialized dichroic glass with imagery and messages written in binary code.

Live + Local

Every Thursday evening in Crescent Park, our Live + Local events feature live music, food trucks and local retailers for some family friendly, free weeknight neighborhood fun.



LIVE + LOCAL

TOM FRUIN'S
GLASS HOUSE

LIVE + GLOBAL
FESTIVAL

BEACON AND CODE WALL

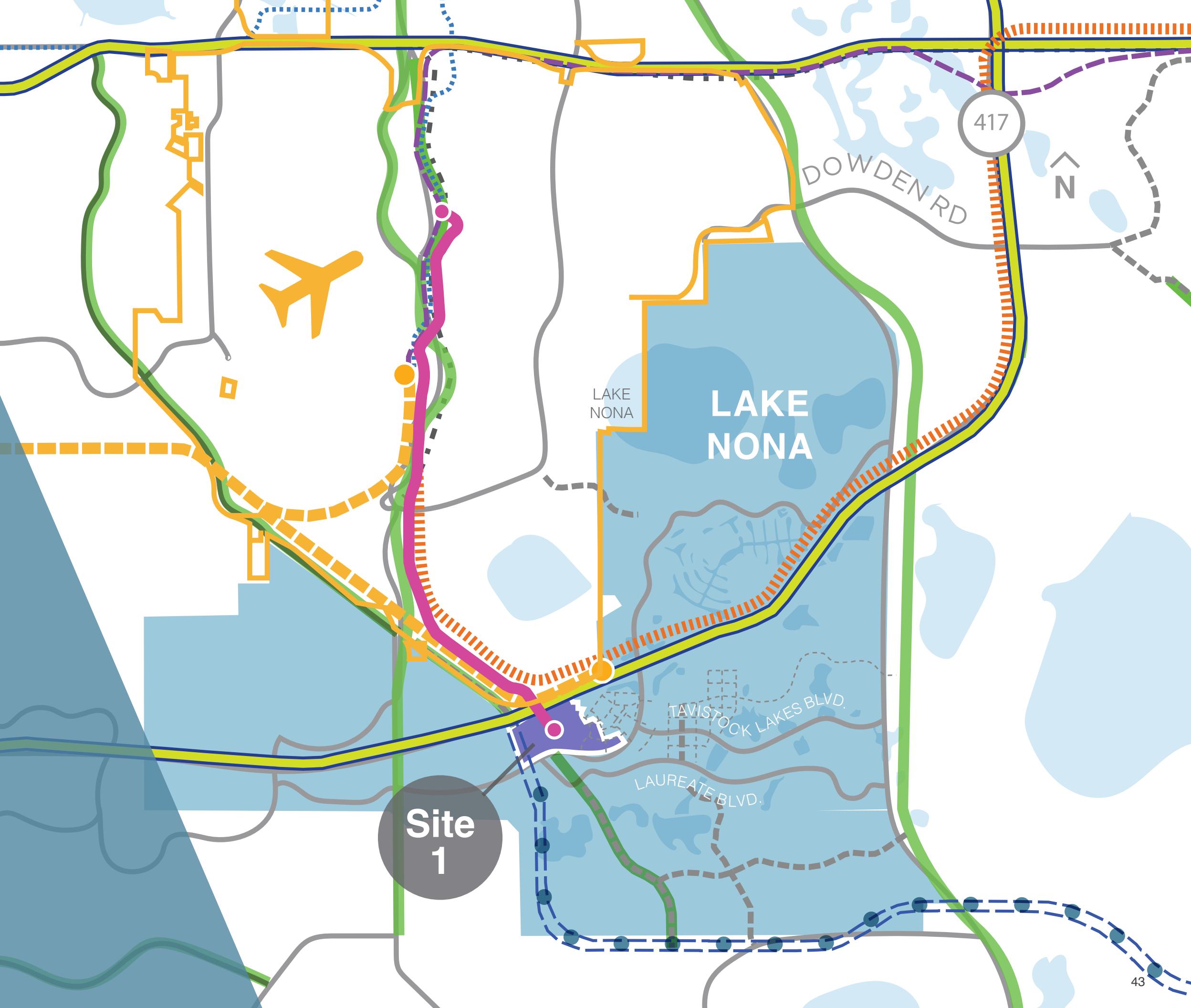


Site 1: Lake Nona

Tavistock's first site, located within the city limits of Orlando, is centrally located within our Lake Nona community, one of the nation's fastest growing and most innovative residential and commercial hubs in the Southeast.

The site is simply unmatched in the eastern U.S. in terms of convenience and direct connectivity to a major international airport and mass transit connections, which can offer Amazon a headquarter location (with plenty of room to grow) a distribution and logistics center, manufacturing center and fulfillment center all within a 3-mile radius. The site is 1.5 miles to the home of Amazon's new high-tech fulfillment center (MCO1), opening in 2018.

The site also offers one-of-a-kind opportunities to partner in the continued creation of Lake Nona, which has been designed and built from scratch and lauded by FORTUNE magazine as the "future of cities."



Lake Nona Town Center

Within the 17-square-mile Lake Nona community, the proposed site sits specifically within the Lake Nona Town Center, an innovative, next-generation 100+ acre, 3.8 million square foot retail, restaurant, office, and entertainment destination. Earlier this year, Tavistock partnered with Intersection, an Alphabet company, that is dedicated to improving the experience of public places through technology. Intersection is currently working with Tavistock to develop a Digital Master Plan and connected consumer experience design for its Town Center by mid-2018.

From the HQ2.0 site in Lake Nona, you can walk to 3 hospitals, 80 retailers and entertainment venues, dozens of restaurants, 5 neighborhoods and 4 schools—including two college campuses, all within 20 minutes.

Food Truck Night in Lake Nona Town Center



Lake Nona Town Center — Phase II

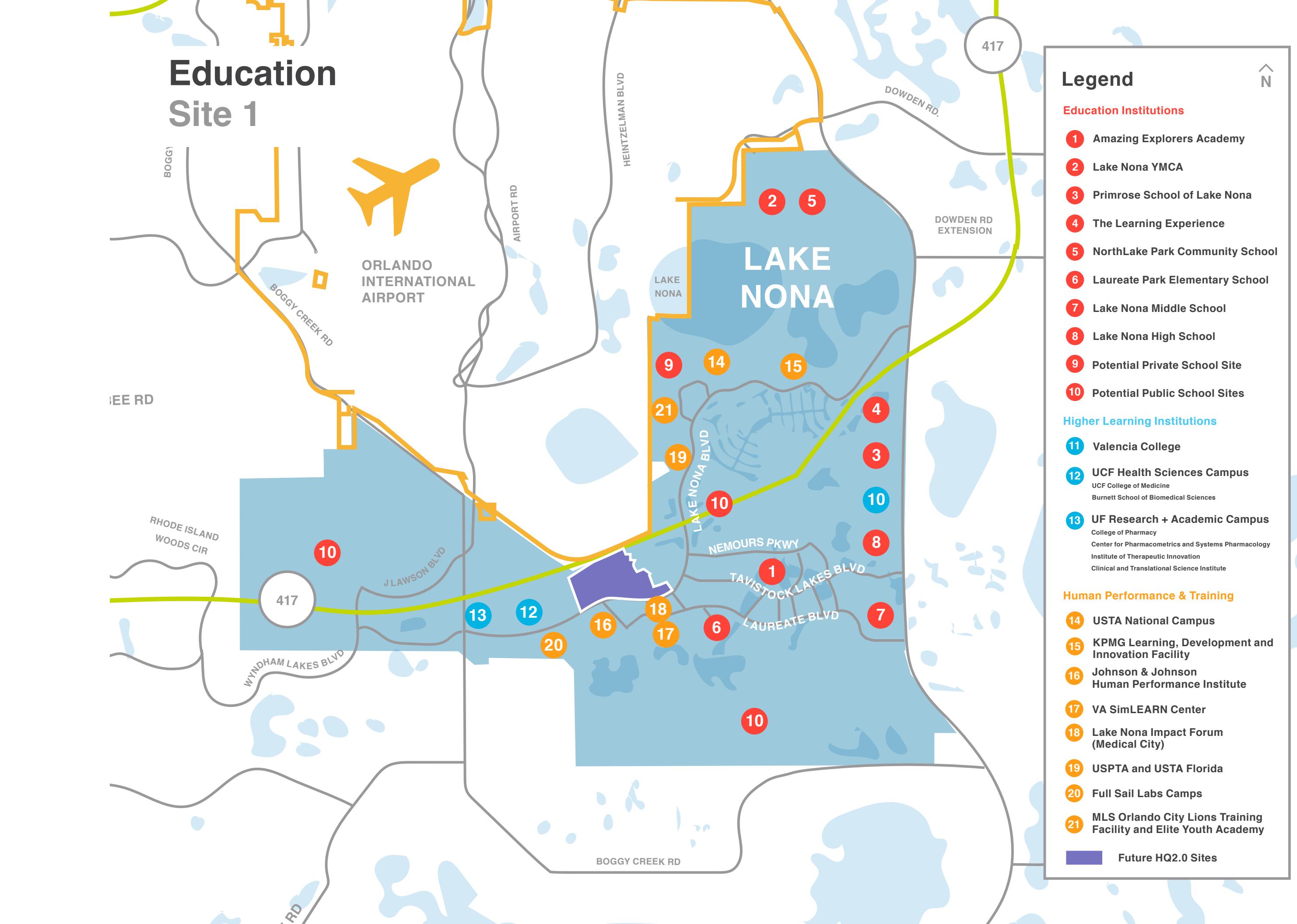
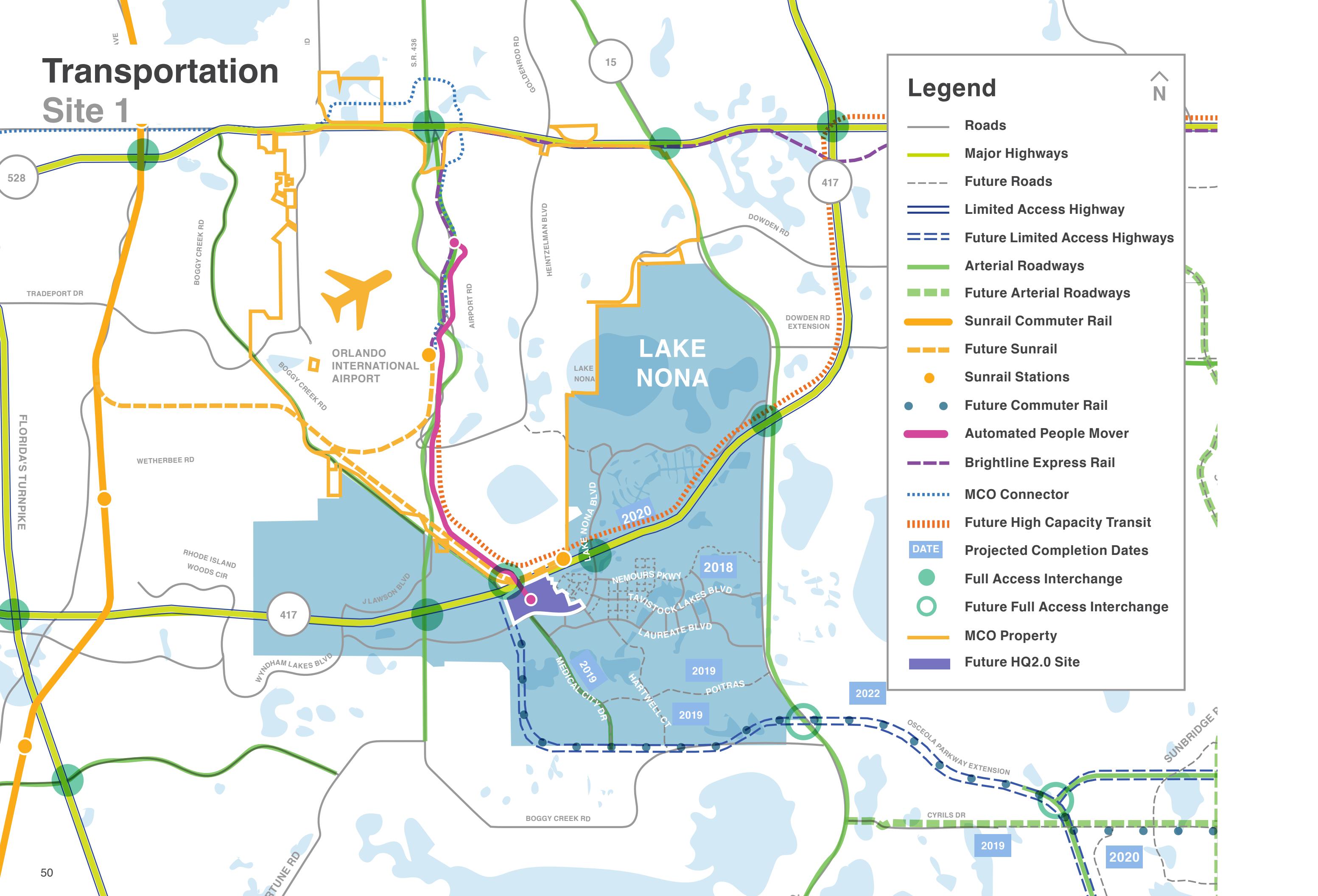
Site 1: Lake Nona

Project Preferences	
Metropolitan area with more than one million people	✓ A growing population of more than 2.3 million people in one of the fastest growing U.S. metros. The site (as well as additional sites for growth) is within the Lake Nona community that currently has 13,000 residents, 12,000 students, and 6,000+ onsite employees—and growing.
Stable, friendly business environment	✓ Located in Florida, a tax haven state, within the City of Orlando—known as the City of Collaboration. Tavistock is an award-winning community developer, distinguished by its hallmark speed, capital access, flexibility and creativity that has led to continued success at this site. Consistently demonstrating our performance attributes—along with forward-thinking process—across a vast investment landscape is what truly distinguishes Tavistock from its competitors. A city within a city, Lake Nona has been lauded for its innovative collaboration among public-private leaders, who have the ability to get things done.
Urban, suburban location that can attract technical talent	✓ Lake Nona offers a “neo-urban” site—that has been called the ‘City of the Future’—with the best of both urban and suburban lifestyles. It features a highly educated resident base, strong onsite education ecosystem that includes 3 onsite higher education campuses (University of Central Florida, University of Florida, Valencia College) and more than 12,000 students enrolled in our schools.
Community that thinks big, creatively	✓ This site (as well as additional sites for growth) is within a large-scale, master-designed, forward-thinking, neo-urban community that has a single, well-capitalized, invested, visionary owner focused on excellence. It's an environment created from scratch with a mission to create the ideal place that inspires human potential through innovative collaboration; that's been called a 'Living Lab', with partnerships that include some of the world's most noted brands the country's second largest and "Top 25 Most Innovative University". The site sits within Lake Nona Town Center, which recently partnered with Intersection—an Alphabet company—to completely re-imagine the future of retail and entertainment.
Development-prepped site	✓ Site is graded with a master stormwater system and all necessary utilities, and roadway infrastructure are in place. The site is ready for development and occupancy in 2019. Starting today, a non-expedited timeline is below: <ul style="list-style-type: none"> • Specific Parcel Master Plan ("SPMP") Submittal – January 2018 • SPMP Approval – March 2018 • Permit Package Submittal – March 2018 • Permit Package Approval – June 2018 • Start Construction – June 2018 • Complete Construction – September 2019
Site Requirements	
Proximity to population center within 30 miles	✓ <ul style="list-style-type: none"> • 12 miles or 20-minute drive from downtown Orlando • 7 million people are within a 35-minute drive
Proximity to international airport within 45 minutes	✓ Immediately adjacent to Orlando's international airport (MCO), less than a 9-minute drive. A planned automated people mover (APM) will provide a direct connection from the site to MCO.
Proximity to major highways, arterial roads	✓ All roads lead to Lake Nona, as its immediately adjacent to the region's international airport. Access to Orlando's beltway, SR-417 (Central Florida GreeneWay) with 3 onsite interchanges, as well as access to SR-528. The site is less than one mile from a SR417 interchange and less than 3 miles to a second SR-417 interchange.
Access to mass transit	✓ The site is less than 9 minutes to the brand new Intermodal Transportation Center, providing direct connections via light-rail, express and commuter trains, roadways, and buses.
Building Requirements	
Initial Requirement of 500,000+ SF in Phase I (2019)	✓ Currently in pre-construction on 300,000 square feet of office space in the Lake Nona Town Center (site location) that is planned for occupancy in 2019. Currently designing and permitting more than 500,000 square feet of available office space in the Lake Nona Town Center (site location) that would be ready to commence construction in 2018. This could easily be modified to fit Amazon's specific needs.
Total Requirement of 8+ Million SF, Beyond 2027	✓ Lake Nona encompasses more than 11,000 acres, which is entitled for 13,512,999 square feet of non-residential development and 14,693 residential units. Additional entitlements can be obtained as necessary. This site is ready to accommodate your needs immediately, and grow with you well into the future. We are invested for the long-term, and want to partner with you as we continue to build out this 'City of the future.'
Site Details	
Ownership	✓ Lake Nona Land Co/Tavistock Development Co
Acreage	✓ 100+ acres at the site and multiple other sites located within a shovel-ready 17-square-mile community, with plenty of options to grow

Entitlements	✓ Within the Lake Nona community which encompasses 3,250 hotel rooms, 14,693 residential units and 13.5 million square feet of non-residential units. Entitlements can be increased, if necessary.
Zoning	✓ PD (Planned Development)
Site readiness/Time to operations	✓ Site is graded with a master stormwater system and all necessary utilities, and roadway infrastructure are in place. The site is ready for development and occupancy in 2019. Starting today, a non-expedited timeline is below: Specific Parcel Master Plan ("SPMP") Submittal – January 2018 <ul style="list-style-type: none"> • SPMP Approval – March 2018 • Permit Package Submittal – March 2018 • Permit Package Approval – June 2018 • Start Construction – June 2018 • Complete Construction – September 2019
Studies completed	✓ Geotech, Phase 1 ESA
Utility structure in place	✓ The site already has all utility connections in place and is technologically rich with an innovative infrastructure driven by a robust gigabit fiber network (10G). Named one of nine global and the only U.S. 'Iconic Smart + Connected' Cities by Cisco.
Water	<ul style="list-style-type: none"> • Provider – Orlando Utilities Commission • Location – Lake Nona Boulevard • Size of existing line – 20" (Can be upgraded but not necessary for proposed use) • Current capacity – Minimum 3,500 GPM, Sufficient Capacity for fire flow requirements • Lake Nona's commercial district and Medical City have a central chilled water system built and operated by Orlando Utilities Commission (OUC). OUC can provide central chilled water services to meet Amazon's total development needs.
Sewer	<ul style="list-style-type: none"> • Provider – City of Orlando • Location – Lake Nona Boulevard • Size of existing line – 15" Gravity Pipe with multiple pump stations (Can be upgraded but not necessary for proposed use) • Current capacity – Lake Nona has a remaining capacity of 3.4 million gallons per day, an equivalent of 13,773 ERUS.
Electric	<ul style="list-style-type: none"> • Provider – Orlando Utilities Commission • Location – Lake Nona Boulevard • Current capacity – OUC has committed to providing capacity necessary to serve the development. Lake Nona is currently connected underground to a sub-station at the airport. An additional sub-station is planned in the southeast portion of Lake Nona. Power to Lake Nona is considered critical due to the airport loop and presence of onsite hospitals.
Fiber	<ul style="list-style-type: none"> • Provider(s) – The fiber throughout the project is provided by Dais Communications, a subsidiary of Tavistock. • Location – The project is a "fiber-native" project with a robust fiber network throughout. Fiber is also installed to all homes (FTTH) through a GPON network. Dais maintains a fiber head-end on premises which also houses AT&T, Verizon and Sprint nodes.
Internet	<ul style="list-style-type: none"> • Provider(s) – 10GB Broadband and video services are provided to commercial properties by Dais Communications in partnership with Summit Broadband. Many residents have access to gigabit internet through the FTTH network.
Cell Coverage	<ul style="list-style-type: none"> • The site provides robust coverage across popular cellular carriers, including three onsite towers. • Tavistock's technology company, Dais, also maintains a Distributed Antenna System (DAS) head end facility at Lake Nona, less than one mile from the site, which houses AT&T, Verizon and Sprint nodes. • See attached cell coverage maps
Pedestrian-friendly site	The site sits within the Lake Nona Town Center, a 3.8 million-square-foot entertainment and retail center that is designed Lake Nona community, which features more than 44 miles of paved and unpaved trails. Miles of dedicated bike lanes, and numerous onsite bike share locations. See map within the Transportation chapter.
Proximity of overall buildings at full build-out	The Amazon HQ2.0 campus can be stand alone or interspersed amongst a variety of retail, entertainment, multifamily residential and office product in the heart of Lake Nona's 17-square-mile community. And beyond that, we have additional room for growth within other properties in Tavistock's Central Florida portfolio, including the 29,000-acre Sunbridge.

Additional Considerations, Preferences, Decision Drivers		
Capital & Operating Costs	✓	The site offers numerous capital and operating cost savings. Cost of construction is 15% below national average, which offers more than \$200 million in savings across 8 million square feet. The site, and future sites for growth, offer free parking for workforce and visitors.
Incentives		<p>CDD With the construction of 8 million square feet of corporate office, the Boggy Creek Improvement District can provide approximately \$100 million in HQ2.0 related public infrastructure, including roads, utilities, parks, transit and parking. Funding requires an amendment to the Capital Improvement Plan and approval by the District Board, which meets monthly. Tavistock retains the majority position on the District Board.</p> <p>Housing Tavistock is willing to construct a minimum of 1,000 single-family homes and 1,000 apartment units for Amazonians pursuant to a master lease with Amazon. This will allow Amazon flexibility to control the cost of living for their employees over time. Tavistock will agree to release individual homes from the master lease upon purchase by Amazonians.</p> <p>Capital In order to facilitate Amazon's capital efficiency, limit development risk, and allow Amazonians to focus on its business. Tavistock is willing to fund and construct Amazon's HQ2.0 of 500,000 to 8 million square feet, pursuant to a master lease structure and development agreement.</p> <p>Brokerage Tavistock will assist Amazonians with residential relocation services through its affiliated residential real estate brokerage and will rebate all Amazonians 25% of the routine real estate commissions for any residential purchase within Tavistock's land holdings.</p> <p>Homebuilding Homebuilders will provide a 10% discount to Amazonians on options selected for any home built on Tavistock's land holdings.</p> <p>Mobility Fees Reduction in mobility fees based upon modeled internal capture from mixed-use project and transit.</p>
Labor Force	✓	<p>Region is teeming with talented, skilled professionals, largely due to the many quality educational facilities located here—including University of Florida (UF), Valencia College, and the University of Central Florida (UCF), now the second largest university in the nation. UCF, UF and Valencia all have a campus within the Lake Nona community, all within minutes from this site.</p> <p>Lake Nona is one of the nation's fastest growing communities in America, the best-selling community in Orlando, where 2,000+ new people chose to make their home every year. With more than 4,000 residential units today, Lake Nona is entitled for more than 14,000 units at build out. Lake Nona offers the most attractive location for your workforce to call home—the labor is here, it is primed to expand and talent will be eager to relocate here if needed.</p>
Sustainability		
Logistics/Transportation	✓	<ul style="list-style-type: none"> Site is within 1.5 miles of the home of Amazon's new high-tech fulfillment center (MCO1), opening in 2018. Immediately adjacent to the Orlando International Airport (less than a 9-minute drive), JD Power's #1 ranked "Mega" Airport in the U.S. for 2017. Lake Nona is adjacent to the brand new Intermodal Transportation Center, providing direct connections via light-rail, express and commuter trains, roadways, and buses An automated people mover (APM) is planned to connect the site in Lake Nona directly to the airport and new intermodal center. Encompasses an extensive roadway network that includes several major arterial roadways and three onsite interchanges to the limited-access SR 417 (Greneway). The construction of Lake Nona's roads and interchanges have been developed well ahead of municipal plans in many cases with Tavistock investing in and constructing numerous significant roadway and infrastructure projects across the 17-square-mile community, resulting in accelerated development. <ul style="list-style-type: none"> \$200+ Million invested in last 10 years in public infrastructure. \$1.7+ Billion planned in the next 3 years in public infrastructure improvements. Lake Nona (and the site specifically) is currently served by Lynx, the regional bus transit system. Planned connectivity of the new SunRail commuter system to the Intermodal Center, and will ultimately include a station serving the Lake Nona Town Center. Planned express train, Brightline, that will connect Miami and Orlando at the region's new Intermodal Transportation Center. <p>Lake Nona offers convenient commute times from all regional residential urban and suburban areas, with offsite drive time averages ranging from 15 to 30 minute commutes via roadways</p> <p>The proposed Lake Nona location(s) is:</p> <ul style="list-style-type: none"> 1-minute drive from a major interchange to the Central Florida GreeneWay (SR 417); 3 minutes to a second SR417 interchange 9-minute drive to Orlando International Airport 20-minute drive to Downtown Orlando 30-minute drive to Orlando's theme park attractions 40-minute drive to Cocoa Beach, Cape Canaveral Spaceport (home to Blue Origin), Seaport Canaveral, and Central Florida's Intermodal Logistics/Railway facility in Winter Haven.
Community/Quality of Life/Cultural Fit	✓	<p>Lake Nona is a 17-square-mile, thoughtfully planned community in the City of Orlando. It is home to world-class education, medical and recreational facilities, Lake Nona Medical City, Sports and Performance District, diverse workspaces, retail centers, entertainment choices and residential options for all types of people seeking the best the city has to offer with all the conveniences of living within a dynamic, vibrant community.</p> <p>Ecological</p> <ul style="list-style-type: none"> Preservation of the natural environment is a hallmark of Lake Nona. Over 40 percent of the Lake Nona master plan has been reserved for open space and lakes. Three natural lakes, Lake Nona, Buck Lake, and Red Lake provide 861 acres of pristine natural beauty and an additional 448 acres of new water features are being constructed throughout the community. Lake Nona partnered with Audubon of Florida to develop resident programming, and also to assist with educational signage for the trail system throughout the community. Audubon conducted environmental assessments for Lake Nona, providing the community with science-based recommendations for enhancing its ecological surroundings and assisting with the design and interpretive signage for Lake Nona's 44-mile community trail system. A Primary Conservation Network made up of 1,189 acres of designated conservation area, supplemented by 181 acres of new park space combine to provide recreational opportunities and neighborhood gathering places. <p>Sustainability</p> <ul style="list-style-type: none"> Lake Nona's forward-thinking approach includes participating in the Leadership in Energy and Environmental Design (LEED) Green Building Rating System. Most large-scale projects within the community are certified or under consideration for LEED certification. With the help of GE, Lake Nona is setting best practices in energy efficiency within the Laureate Park neighborhood. GE's Homes Inspired by ecomagination program, mandates HERs scores lower than 68 as certified by Masco's Environments For Living Certified Green program. These scores provide reductions of at least 30 percent in energy, emissions, and water usage in every Laureate Park home. Every new home in Lake Nona is pre-wired for a residential electric vehicle charging station. Lake Nona's standard practice, since 2011, is to light public ways with efficient LED lighting. <p>Wellness</p> <ul style="list-style-type: none"> Well-build standards and high-efficiency appliances keep utility bills at an all-time low. Tavistock has partnered with Delos, a pioneer in wellness real estate, to incorporate innovative wellness designs and amenities throughout Lake Nona. Through this program, Lake Nona offers improved quality of air, water, light, nutrition, sleep and physical environments in general. This program has been incorporated in Lake Nona's residential neighborhoods, office buildings (including Tavistock's headquarters) and hotels.

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Sustainability	

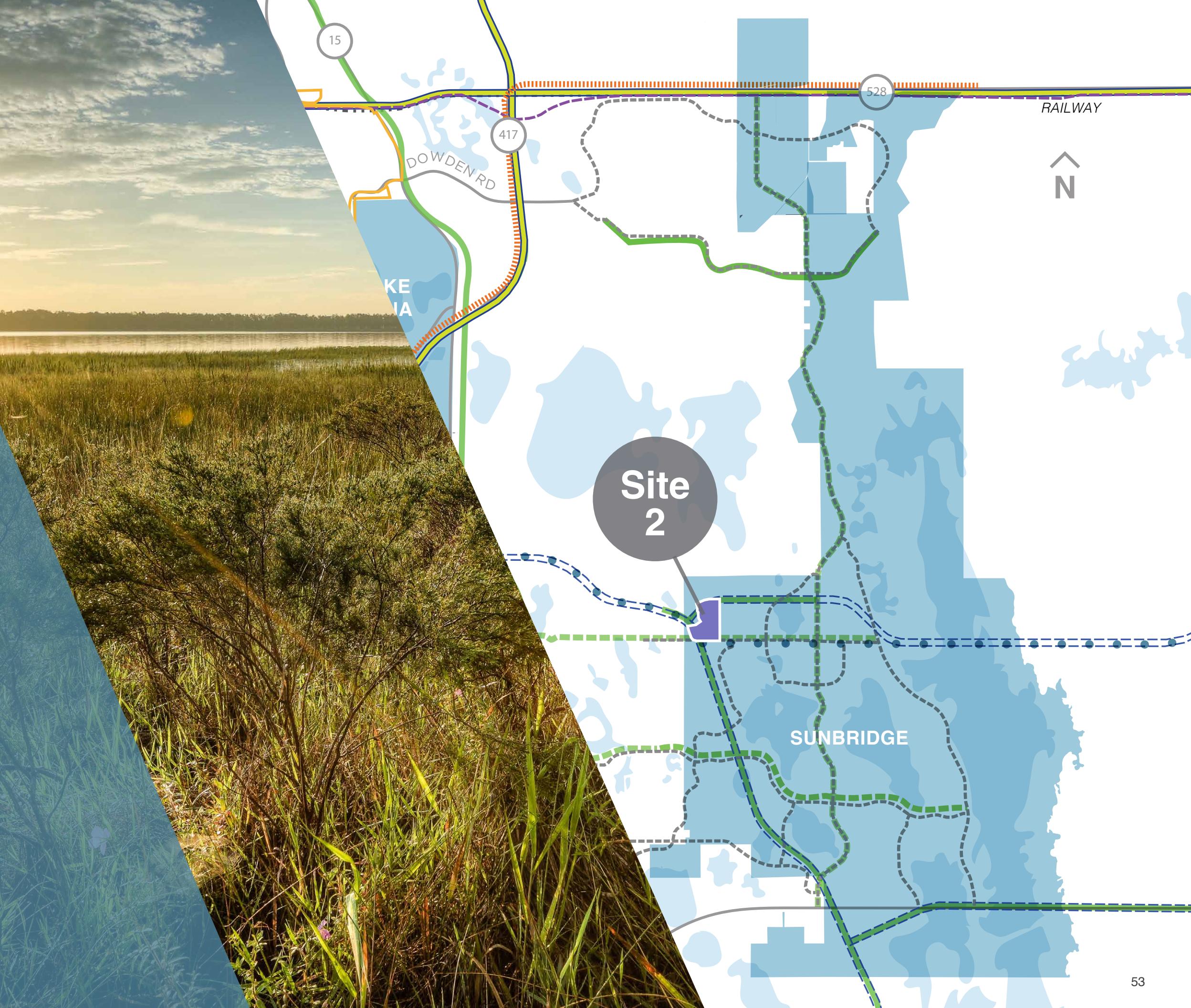
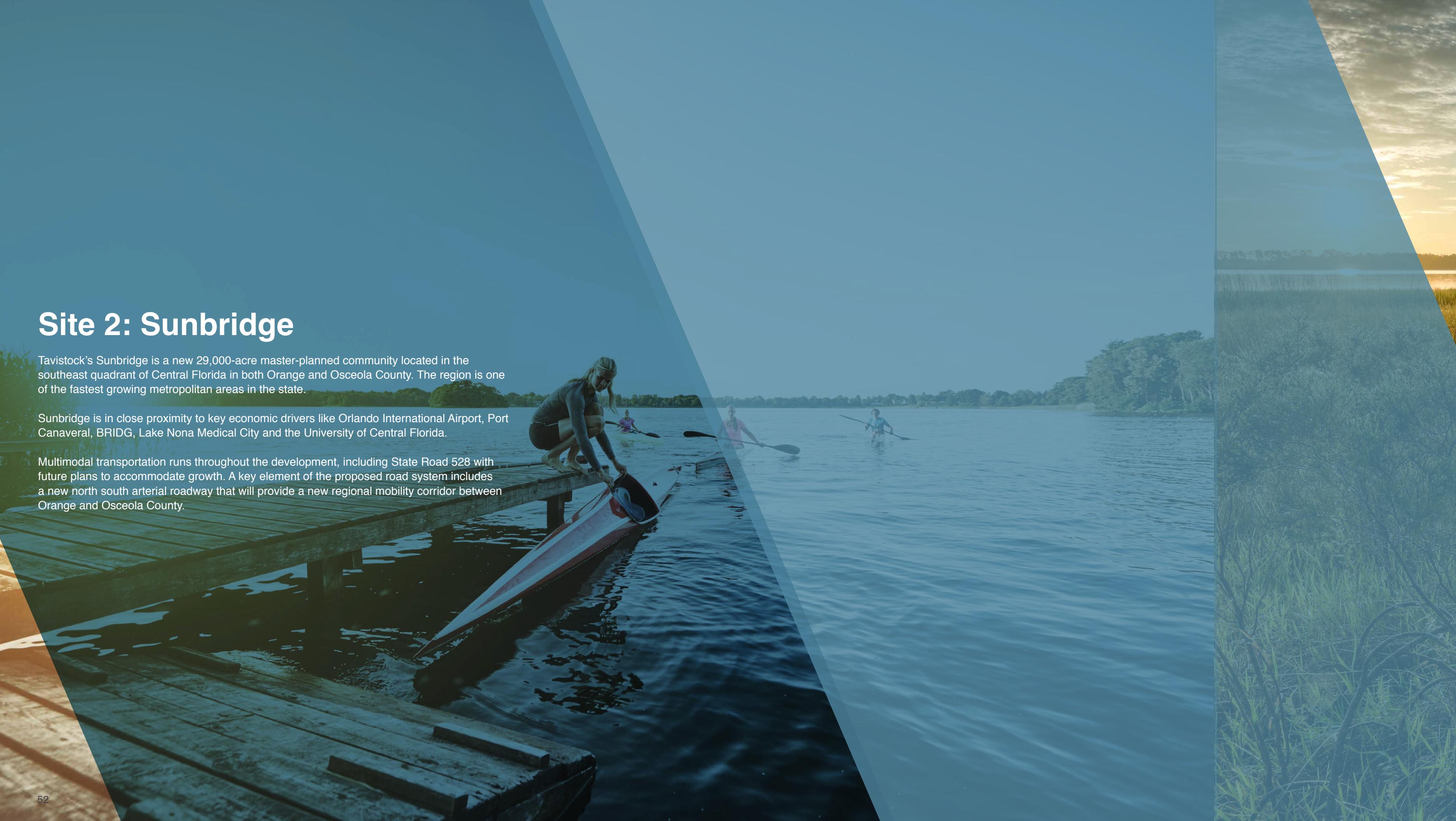


Site 2: Sunbridge

Tavistock's Sunbridge is a new 29,000-acre master-planned community located in the southeast quadrant of Central Florida in both Orange and Osceola County. The region is one of the fastest growing metropolitan areas in the state.

Sunbridge is in close proximity to key economic drivers like Orlando International Airport, Port Canaveral, BRIDG, Lake Nona Medical City and the University of Central Florida.

Multimodal transportation runs throughout the development, including State Road 528 with future plans to accommodate growth. A key element of the proposed road system includes a new north south arterial roadway that will provide a new regional mobility corridor between Orange and Osceola County.



Site 2: Sunbridge

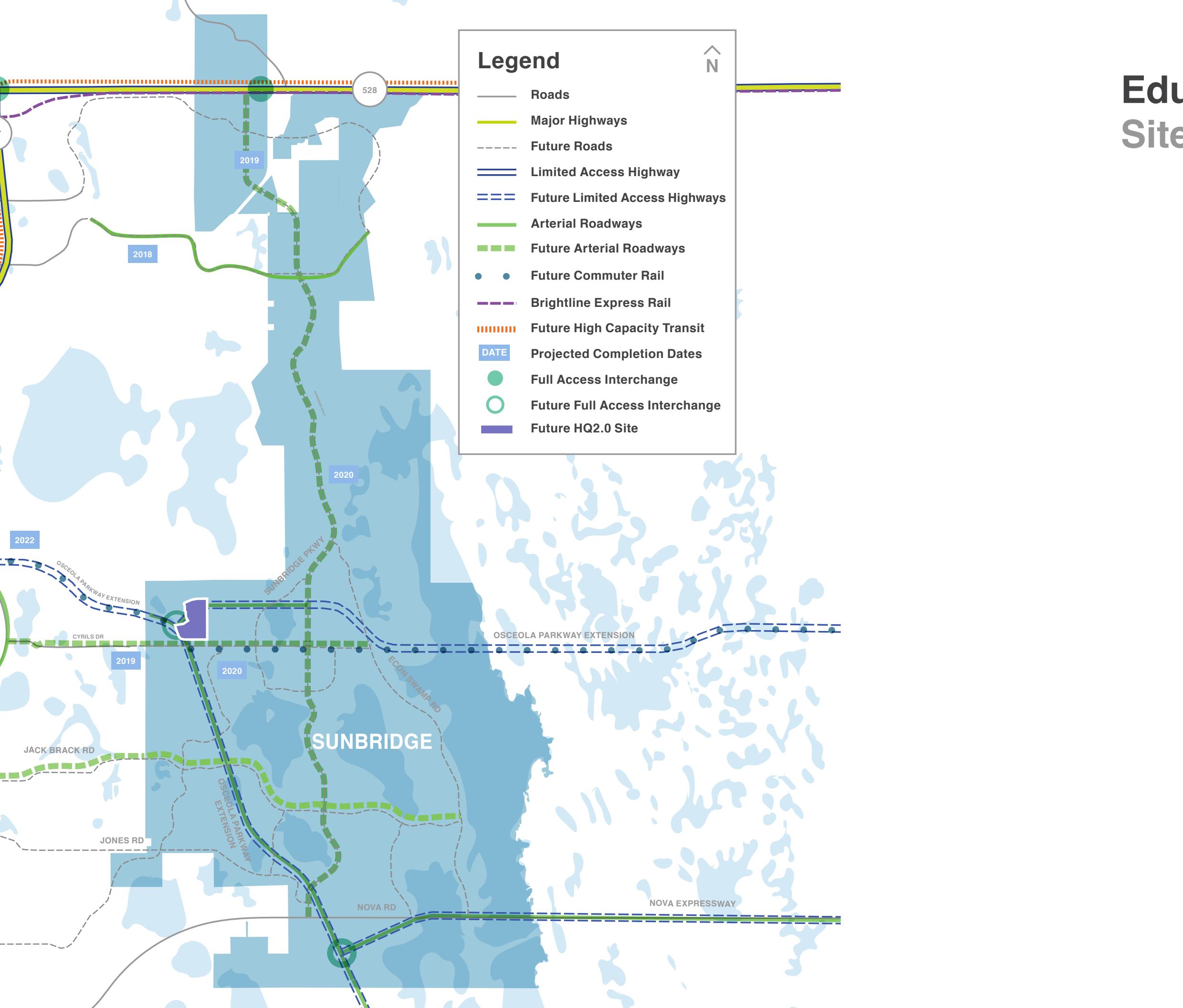
Project Preferences	
Metropolitan area with more than one million people	✓ Growing population of more than 2.3 Million People, in one of the fastest growing U.S. metros. The site (as well as additional sites for growth) is within the Sunbridge community that will have 30,000 residential units and thousands of onsite employees across its 29,000 acres
Stable, friendly business environment	✓ Located in Florida, a tax-haven state, within Osceola County, who has a great track record of delivering high-profile projects with significant incentives and is pledging to work tirelessly to make Amazon's experience here second to none. Osceola County has created special zoning for Sunbridge allowing for great flexibility in development and has a special "5-day permitting" process for eligible projects, such as HQ2.0. As noted in the incentives section, the County is very open to innovative ways of incentivizing and moving forward development.
Urban, suburban location that can attract technical talent	✓ Sunbridge is being developed as a "neo-urban" community—with the best of both urban and suburban lifestyles. Existing economic drivers in the surrounding area (BRIDG, Lake Nona, etc) have seen success in attracting high wage, technical talent. With numerous onsite locations reserved for future K-12 facilities, the site sits in proximity to a higher-education ecosystem, including numerous higher education offerings (i.e. University of Central Florida, University of Florida, Valencia College).
Community that thinks big, creatively	✓ The Sunbridge community charter is built on five key ideas: <ul style="list-style-type: none">• Be the national leader in responsible water use and conservation• Be the national leader in sustainable energy use• Be the national leader in community movement and motion• Be the national leader in creating a local, sustainable food supply• Create an integrated community that perfects the connection between people and nature
Development-prepped site	✓ Sunbridge spans more than 29,000 acres, with more than half preserved within a conservation network. This site offers a greenfield opportunity to literally be part of the creation of a new city. Infrastructure to the site is currently in design and permitting.
Site Requirements	
Proximity to population center within 30 miles	✓ 23 miles or 30 minutes from downtown Orlando
Proximity to international airport within 45 minutes	✓ 15 miles or 25 minutes to Orlando International Airport
Proximity to major highways, arterial roads	✓ The site will be served by an east-west arterial road in 2019, which will connect to Lake Nona and a north-south arterial road in 2020 connecting north to SR-528, a major limited access highway. Osceola Parkway Extension is planned for completion by 2022 with a full interchange at the site and will connect directly to Orlando International Airport.
Access to mass transit	✓ 12 miles or 13-minute drive to the brand new Intermodal Transportation Center at Orlando International Airport, providing direct connections to planned SunRail, planned Brightline express passenger rail, a planned Automatic People Mover (APM) to Lake Nona, and regional and local buses. The regional bus transit system, Lynx, is committed to have comprehensive coverage to the site with the opening of HQ2.0. All limited access highways planned for the area will have dedicated right-of-way to accommodate transit directly to the site.
Building Requirements	
Initial Requirement of 500,000+ SF in Phase I (2019)	✓ Site is well over 100 acres of uplands. All infrastructure and permitting able to support 500,000+ square feet will be in place to ensure 2019 delivery.
Total Requirement of 8+ Million SF, Beyond 2027	✓ Sunbridge has entitlements for 10,535,000 square feet of non-residential units and can be increased through a comprehensive plan amendment process, if necessary.
Site Details	
Ownership	✓ Sunbridge is an independent development of the Tavistock Development Company. Tavistock has a development agreement with landowner Suburban Land Reserve ("SLR") to serve as the master developer of the 29,000-acre project. SLR is a national land investment company with holdings in various regions of the U.S.
Acreage	✓ 100+ acres at the site and multiple other sites located within the 29,000-acre Sunbridge community, with plenty of options to grow.

Entitlements	✓ 5,000 hotel rooms, 29,320 residential units and 10,535,000 square feet of non-residential units. Entitlements can be increased through a comprehensive plan amendment process, if necessary.
Zoning	✓ MXD (Mixed-Use Development)
Site readiness/Time to operations	✓ Site ready for development in June 2018. 500,000 square feet in design and permitting (7 months design, 1 month permitting) commences as late as January 2018. Construction start as late as Q3 2018 for completion in 2019.
Studies completed	✓ Geotech, Phase I ESA
Water	✓ TOHO Water Authority is the provider of water service to the southern portion of Sunbridge. Water treatment plant to begin construction in February 2018 and complete construction in August 2018. The water treatment plant is designed to serve the entire 19,000 acres of development, including the full build out of HQ2.0.
Sewer	✓ TOHO Water Authority is the provider of wastewater service to the southern portion of Sunbridge. Wastewater treatment plant to begin construction in February 2018 and complete construction in August 2018. The wastewater treatment plant is designed to serve the entire 19,000 acres of development including the full build out of HQ2.0.
Electric	✓ Orlando Utilities Commission is the utility in place. OUC has committed to serving the entire southern portion of Sunbridge by 2019 and will begin construction of a new electrical substation in 2018.
Fiber	✓ Dais Communications, a subsidiary of Tavistock, will provide the fiber throughout Sunbridge. Sunbridge will be a "fiber-native" development with a robust, 50GB fiber network throughout. Fiber will also be installed to all homes (FTTH) through a GPON network. Dais will maintain a fiber head-end facility at Sunbridge proximate to the site, which will also house cellular carrier nodes.
Internet	✓ 50GB Broadband and video services will be provided by Dais Communications in partnership with Summit Broadband. Residents will have access to a gigabit internet through the FTTH network.
Cell Coverage	✓ Sunbridge is covered by the 4 main cellular carriers per the attached coverage maps. Furthermore, Tavistock's Dais is a cellular tower developer and will ensure robust micro-location coverage at the site and surrounding residential and commercial areas.
Pedestrian-friendly site	✓ Sunbridge will have miles of trails and dedicated bike lanes. Each home is being designed as its own trailhead. See map within the Transportation section. The residential neighborhoods will be proximate to and potentially integrated into the site, and will be planned with a variety of types and densities to promote walkability.
Proximity of overall buildings at full build-out	✓ Sunbridge provides the unique opportunity for Amazon to develop a stand-alone campus or to collaborate with Tavistock to shape the overall Sunbridge community by integrating its needs into the comprehensive mixed-use development.
Additional Considerations, Preferences, Decision Drivers	
Capital & Operating Costs	✓ The site offers numerous capital and operating cost savings. Cost of construction in central Florida is 15% below national average, which offers more than \$200 million in savings across 8 million square feet. Because the site is a greenfield, parking can be designed to be free for workforce and visitors. <ul style="list-style-type: none">• Tavistock will donate up to 100 acres of land as necessary to construct Amazon's HQ2.0 with a 500,000 square foot facility.• Ten-year abatement of real estate taxes;• Synthetic tax increment structure, wherein the net fiscal benefit from development within Sunbridge can be directed to support both significant public infrastructure projects (i.e. mass transit, roads, utilities, parks, schools, etc.) as well as certain activities particular to Amazon, such as your idea to fund housing and relocation assistance packages for certain new, high-paying jobs that must be relocated from elsewhere.• Guaranteed 5-day permit turnaround• Satisfaction of the matching requirement for Amazon to receive 100% of applicable incentives under Florida's Qualified Target Industries ("QTI") program.• Waiver of building permit fees.• Reduction in mobility fees based upon internal capture from mixed-use project and transit.• Waiver of our utility tax and support with St. Cloud utilities on a hybrid rate structure to incentivize solar and other renewable energy.• Support with Osceola County School Board to create a new magnet high school with a targeted focus on programs most beneficial to Amazon.
Incentives	✓

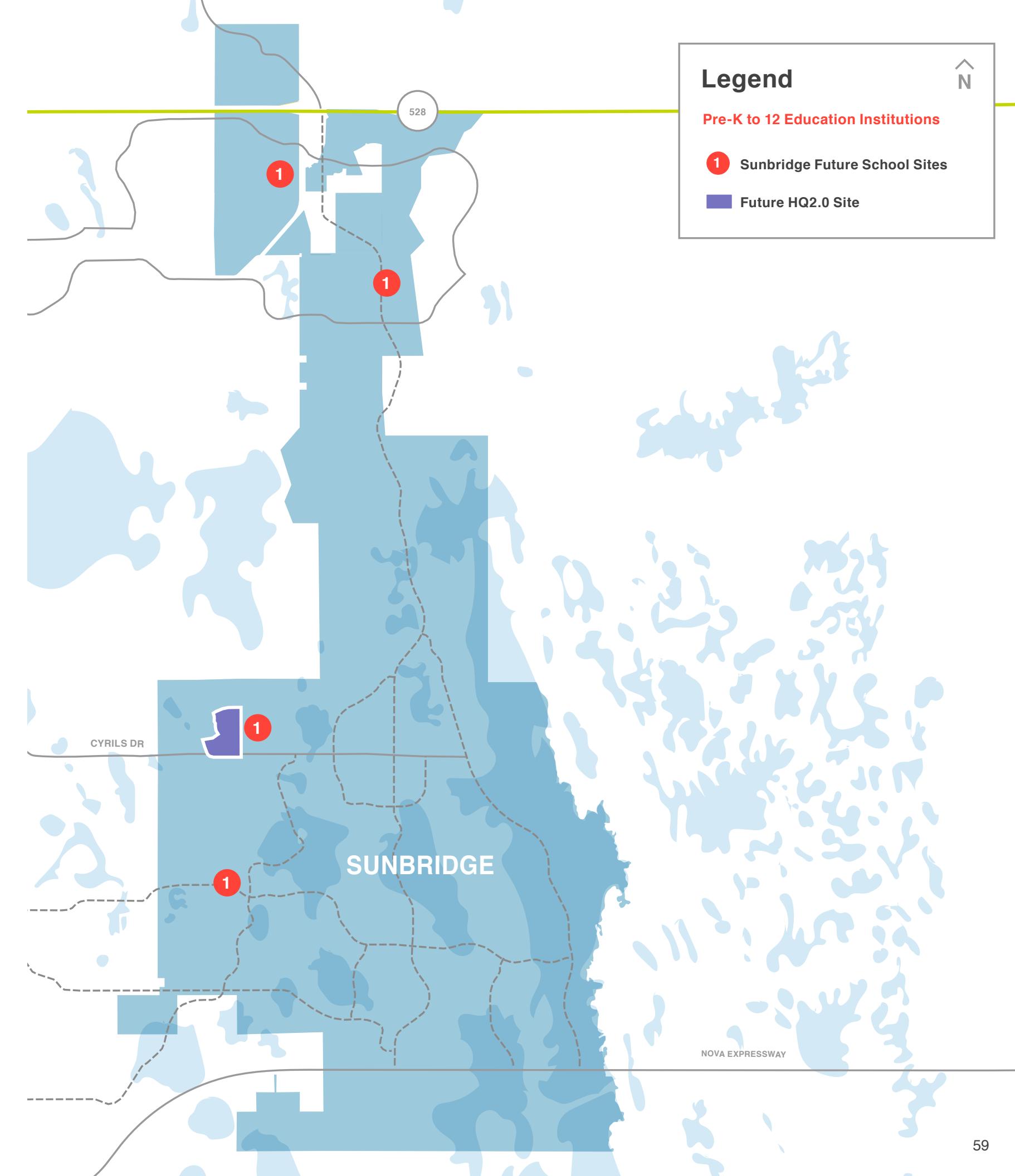
	CDD With Amazon's construction of 8 million square feet of corporate office, the Sunbridge Independent Services District can provide approximately \$100 million in HQ2.0 related public infrastructure, including roads, utilities, parks, transit and parking. Funding requires an amendment to the Capital Improvement Plan and approval by the District Board, which meets monthly. Tavistock retains the majority position on the District Board.
Incentives	Housing Tavistock is willing to construct a minimum of 1,000 single-family homes and 1,000 apartment units for Amazonians pursuant to a master lease with Amazon. This will allow Amazon flexibility to control the cost of living for their employees over time. Tavistock will agree to release individual homes from the master lease upon purchase by Amazonians.
	Capital In order to facilitate Amazon's capital efficiency, limit development risk, and allow Amazonians to focus on its business, Tavistock is willing to fund and construct Amazon's HQ2.0 of 500,000 to 8 million square feet, pursuant to a master lease structure and development agreement.
	Brokerage Tavistock will assist Amazonians with residential relocation services through its affiliated residential real estate brokerage and will rebate all Amazonians 25% of the routine real estate commissions for any residential purchase within Tavistock's land holdings.
	Homebuilding Homebuilders will provide a 10% discount to Amazonians on options selected for any home built on Tavistock's land holdings.
Labor Force	Region is teeming with talented, skilled professionals, largely due to the many quality educational and vocational facilities located here—including University of Florida, Valencia College, and the University of Central Florida, now the second largest university in the nation
Logistics	The geographic location of the site creates opportunities that are unattainable for many communities. Proximity to Orlando International Airport, Seaport Canaveral, Cape Canaveral Spaceport (home to Blue Origin), Lake Nona, University of Central Florida and the new Orlando International Airport Intermodal Transportation Center, create a logistics environment unachievable in almost any other location.
Community/Quality of Life/ Cultural Fit	Sunbridge will incorporate best practices and place-making principles from across Tavistock's award-winning portfolio, highlighted by the Lake Nona community, while leveraging and embracing the natural beauty and assets of the site and Sunbridge as a whole. Sunbridge has access to three interconnected natural lakes. The first phase will include a mixed-use marina village.
Sustainability	Sunbridge holds environmental preservation and conservation as one of the primary goals for the development. This goal includes wetland preservation and enhancement; the conservation of fresh water through reuse and demand reduction; management of habitat for wildlife diversity; and protection of native species. Water conservation will also be a primary focus of the development. This will be accomplished through the use of Florida-friendly xeric and waterwise landscape materials to reduce the overall irrigation demands. Also, the community will utilize reclaimed water from the proposed waste water treatment plant as the primary source of irrigation water. One Water Water conservation is a primary focus in our 29,000 acre Sunbridge development. Sunbridge employs a One Water system that conserves fresh water by bridging the gaps between storm water management, groundwater availability, potable water demand, and irrigation water use with the ultimate goal of a "water neutral" community. In addition, OUC has committed to build a chilled water plant to serve Amazon HQ2.0.



Transportation Site 2



Education Site 2



Cellular Coverage Sites 1 & 2



For additional incentive information, please see subsequent chart at the end of this section.

Economics

Site	Program Name	Program Type (Tax Credit, Refund, Etc.)	Program Description	Estimated Award Amount	Eligibility Requirements	Funding Source	Is the award refundable or transferable?	Do any carry-forwards apply?	Approval Timeline	Requires legislation?	Are there potential clawbacks?	Benefit Timeline
Tavistock Site 1: Lake Nona	SITE BENEFITS	Real Estate Incentive	<p>1) CDD: With the construction of 8 million square feet of corporate office, the Boggy Creek Improvement District can provide approximately \$100 million in HQ2 related public infrastructure, including roads, utilities, parks, transit and parking.</p> <p>2) Housing: Tavistock is willing to construct a minimum of 1,000 single-family homes and 1,000 apartment units for Amazonians pursuant to a master lease with Amazon HQ2 project. This will allow Amazon HQ2 project flexibility to control the cost of living for their employees over time. Tavistock will agree to release individual homes from the master lease upon purchase by Amazonians.</p> <p>3) Capital: In order to facilitate Amazon HQ2 project's capital efficiency, limit development risk, and allow Amazon to focus on its business, Tavistock is willing to fund and construct Amazon HQ2 project's HQ2 of 500,000 to 8 million square feet, pursuant to a master lease structure and development agreement.</p> <p>4) Brokerage: Tavistock will assist Amazonians with residential relocation services through its affiliated residential real estate brokerage and will rebate all Amazonians 25% of the routine real estate commissions for any residential purchase within Tavistock's land holdings.</p> <p>5) Homebuilding: Homebuilders will provide a 10% discount to Amazonians on options selected for any home built on Tavistock's land holdings.</p> <p>6) Mobility Fees: Reduction in mobility fees based upon modeled internal capture from mixed-use project and transit.</p>	<p>1) Estimated \$100,000,000 in infrastructure and development fees.</p> <p>3) Plus a negotiated master lease structure and development agreement for all the office space needed (from 500K to 8M Sq.Ft.).</p> <p>2), 4) and 5) Plus discounts on residential options within the Tavistock development by providing a master lease in new homes, a 25% discount in real estate commissions, and a 10% discount from homebuilders in new home construction.</p> <p>6) Plus reduced mobility fees.</p>	<p>Selecting a site within the proposed Tavistock Central Florida Holdings.</p> <p>Details of agreements can be determined at a later date to satisfy both sides.</p>	Tavistock Development Company	No	N/A	1) Funding requires an amendment to the Capital Improvement Plan and approval by the District Board, which meets monthly. Tavistock retains the majority position on the District Board.	No	No	Ongoing

Site	Program Name	Program Type (Tax Credit, Refund, Etc.)	Program Description	Estimated Award Amount	Eligibility Requirements	Funding Source	Is the award refundable or transferable?	Do any carry-forwards apply?	Approval Timeline	Requires legislation?	Are there potential clawbacks?	Benefit Timeline
Tavistock Site 2: Sunbridge	FREE OR DISCOUNTED LAND AND OTHER SITE BENEFITS	Real Estate Incentive	<p>1) Tavistock will donate up to 100 acres of land as necessary to construct Amazon's HQ2 with a 500,000 square foot facility.</p> <p>2) Synthetic tax increment structure, wherein the net fiscal benefit from development within Sunbridge can be directed to support both significant public infrastructure projects (i.e. mass transit, roads, utilities, parks, schools, etc.) as well as certain activities particular to Amazon HQ2 project, such as your idea to fund housing and relocation assistance packages for certain new, high-paying jobs that must be relocated from elsewhere.</p> <p>3) Reduction in mobility fees based upon internal capture from mixed-use project and transit.</p> <p>4) Support with Osceola County School Board to create a new magnet high school with a targeted focus on programs most beneficial to Amazon HQ2 project.</p> <p>5) CDD: With Amazon HQ2 project's construction of 8 million square feet of corporate office, the Sunbridge Independent Services District can provide approximately \$100 million in HQ2 related public infrastructure, including roads, utilities, parks, transit and parking.</p> <p>6) Capital: In order to facilitate Amazon HQ2 project's capital efficiency, limit development risk, and allow Amazon to focus on its business, Tavistock is willing to fund and construct Amazon HQ2 project's HQ2 of 500,000 to 8 million square feet, pursuant to a master lease structure and development agreement.</p> <p>7) Housing: Tavistock is willing to construct a minimum of 1,000 single-family homes and 1,000 apartment units for Amazonians pursuant to a master lease with Amazon HQ2 project. This will allow Amazon HQ2 project flexibility to control the cost of living for their employees over time. Tavistock will agree to release individual homes from the master lease upon purchase by Amazonians.</p> <p>8) Brokerage: Tavistock will assist Amazonians with residential relocation services through its affiliated residential real estate brokerage and will rebate all Amazonians 25% of the routine real estate commissions for any residential purchase within Tavistock's land holdings.</p> <p>9) Homebuilding: Homebuilders will provide a 10% discount to Amazonians on options selected for any home built on Tavistock's land holdings.</p>	<p>1) Up to 100 acres of land at no cost.</p> <p>3) Plus reduced mobility fees.</p> <p>5) Plus an estimated \$100,000,000 in infrastructure and development fees.</p> <p>6) Plus a negotiated master lease structure and development agreement for all the office space needed (from 500K to 8M Sq.Ft.).</p> <p>7, 8) and 9) Plus discounts on residential options within the Tavistock development by providing a master lease in new homes, a 25% discount in real estate commissions, and a 10% discount from homebuilders in new home construction.</p>	Selecting a site within the proposed Tavistock holdings property. Details of agreements can be determined at a later date to satisfy both sides.	Tavistock Development Company	No	N/A		No		
Tavistock	PROPERTY TAX ABATEMENT	Tax Exemption	<p>Since the Tavistock Group is presenting two possible options within the land under their control, in two different jurisdictions, there are two possibilities for tax abatements. These are not cumulative benefits, but one or the other depending on the site chosen.</p> <p>Site 1 - Lake Nona: Orange County is prepared to offer a 100% tax abatement of the county general revenue millage (currently 4.4347) over 10 years on real and tangible personal property related to the project. This incentive would be available for each building phase.</p> <p>Site 2 – Sunbridge: Osceola County is prepared to offer a 100% tax abatement of the county general revenue millage (currently 7.1997) over 10 years on real and tangible personal property related to the project. This incentive would be available for each building phase. Abatement is applicable to new construction, renovations and FF&E. Taxes on land and existing buildings cannot be abated. The estimated value below is calculated using the median of the capital investment range for each of the first three phases (\$450,000,000 \$930,000,000 \$1,622,500,000).</p>	<p>Site 1 - Orange County: \$133,151,868 over 10 years for each building phase OR</p> <p>Site 2 - Osceola County: \$201,167,500 over 10 years</p>	<p>Site 1 - Orange County:</p> <p>For the 100% abatement for 10 years, the company must create at least 1,000 new jobs at 200% of the average wage and a capital investment of over \$50,000,000.</p> <p>The company must complete the application prior to breaking ground on construction. Abatement must be approved prior to new property being added to the tax rolls. Orange County Property Appraiser will conduct analysis and submit report as part of the application process. There will also be a public hearing prior to the Board of County Commissioners approval of a tax abatement agreement.</p> <p>Annual reporting will be required</p> <p>Site 2 - Osceola County:</p> <p>The Exemption will apply to Improvements that are made or tangible property that is acquired after the effective date of an "Implementing Ordinance" Application must be approved prior to the program expiring in 2020. Osceola County Property Appraiser will conduct analysis and submit report as part of the application process.</p> <p>The Board of County Commissioners will adopt an Implementing Ordinance granting the exemption. The company will be required to commence the creation of full-time jobs within the period of the Exemption and to maintain any newly filled jobs for its facility in the County at a minimum through the expiration of the Exemption granted by the Board Annual reporting will be required.</p> <p>Each business granted an exemption shall maintain the business throughout the entire period of the Exemption.</p>	Orange County Government, Osceola County Government	No	No	30-90 days	No	No	On both sites 10 years for each building phase

Site	Program Name	Program Type (Tax Credit, Refund, Etc.)	Program Description	Estimated Award Amount	Eligibility Requirements	Funding Source	Is the award refundable or transferable?	Do any carry-forwards apply?	Approval Timeline	Requires legislation?	Are there potential clawbacks?	Benefit Timeline
Tavistock Site 1: Lake Nona	PROPERTY TAX REBATE	Ad Valorem Property Tax Rebate	Site 1 - Lake Nona: The City of Orlando is prepared to offer a rebate of 100% of the ad valorem tax received by the City of Orlando from the project annually. Ad Valorem taxes and tax increment paid to the City on land, new construction, renovations and FF&E may be rebated. The estimated value is calculated using the median of the capital investment range for each of the first three phases (\$450,000,000 \$930,000,000 \$1,622,500,000) within the CRA.	\$199,666,250 for the three phases of the project.	Requires approval by the Orlando City Council. The City of Orlando feels a high degree of certainty on obtaining a favorable vote and approval. Annual reporting will be required to provide evidence of ad valorem property taxes paid and to confirm job creation.	City of Orlando Government	Refund Non-transferable.	No	30 days	No	No	10 years for each building
Tavistock	EXPEDITED PERMITTING	Infrastructure and development support	The Tavistock Group is presenting two possible options within the land under their control, in two different jurisdictions. Both jurisdictions will offer expedited permitting. Site 1 - The City of Orlando will assign an ombudsman within the Economic Development Department to coordinate all project activity, including permit/planning, applications related to the project and will expedite the processing of all permits for Amazon HQ2 project to meet the required deadlines. Orange County will expedite permitting, assign a point person to coordinate permits, the planning process and meetings prior to submitting permits. Site 2 - Osceola County will expedite permitting to include hiring of a dedicated permitting and inspection team for all phases of the project. Anticipated permit approval time in as little as 5 days.	TBD	This support will be available for Project Golden assuming the selection of sites within the City of Orlando, Orange County or Osceola County.	City of Orlando, Orange County, Osceola County	No	N/A	Immediate upon site selection	No	N/A	The duration of the project
Tavistock	EXPEDITED PERMITTING	Infrastructure and development support	The Tavistock Group is presenting two possible options within the land under their control, in two different jurisdictions. Both jurisdictions will offer expedited permitting. Site 1 - The City of Orlando will assign an ombudsman within the Economic Development Department to coordinate all project activity, including permit/planning, applications related to the project and will expedite the processing of all permits for Amazon HQ2 project to meet the required deadlines. Orange County will expedite permitting, assign a point person to coordinate permits, the planning process and meetings prior to submitting permits. Site 2 - Osceola County will expedite permitting to include hiring of a dedicated permitting and inspection team for all phases of the project. Anticipated permit approval time in as little as 5 days.	TBD	This support will be available for Project Golden assuming the selection of sites within the City of Orlando, Orange County or Osceola County.	City of Orlando, Orange County, Osceola County	No	N/A	N/A	N/A	N/A	N/A
Tavistock	TRANSPORTATION IMPACT FEES REDUCTION	Infrastructure and development support	Site 1 - Orange County is willing to consider a way to offset the transportation impact fees applicable to each building phase.	TBD	May need approval by the Orange County Board of County Commissioners	Orange County Government, Osceola County Government	No	N/A	30-90 days	No	No	The duration of the project
Tavistock	ELECTRICITY RATE AND INFRASTRUCTURE	Utilities	Both sites 1 and 2 - 1) OUC will waive all potential infrastructure fees for electric and water service on the initial phase (typically charged to the customer). An approximate cost of \$500,000. 2) Amazon HQ2 project would qualify for the OUC Commercial Industrial Rate Rider, which provides declining discounts on standard base energy and demand charges over four years. The program includes a 20% base rate reduction in the first year, 15% in year 2, 10% in year 3 and 5% in year 4. 3) OUC would commit to provide Amazon HQ2 project a 100% renewable offset for five years using local solar arrays based on the prevailing fuel rate and cost of panels at the time of installation. 4) OUC would propose to include an iconic custom-designed solar array in the shape of the Amazon logo or the letter A at the selected Orlando location. 5) OUC has an existing chilled water district within Lake Nona and in downtown Orlando. OUC can provide central chilled water services to meet Amazon HQ2 project's total project needs. Pricing will be at a preferred rate (or discounted) based on size of load, specific location of buildings, and timing of service. 6) OUC is able to install and maintain vehicle charging stations for Amazon HQ2 project's workforce, customers and fleet charging, as proved in the more than 160 units including five 40-kW super-fast chargers throughout the OUC service territory. 7) OUC offers design and installation of unique lighting fixtures with full maintenance for one monthly fee.	1) \$500,000 Utilities Impact Fees on Phase I Waived 2) TBD Electric rate discount 3) TBD savings using chilled water cooling 4) TBD on LED lighting installation cost	The company would be eligible for all these benefits upon choosing a location within the OUC territory, assuming the location and design will allow for the placement of the described structures.	Orlando Utilities Commission (OUC)	No	No	Automatic	No	No	Solar offset: 5 years

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Tavistock Site 2: Sunbridge	WATER IMPACT FEES REDUCTION OR DEFERMENT	Utilities	The Tavistock Group is presenting two possible options within the land under their control. Each possible site is served by different water and sewer providers. Site 2 is served by Toho Water Authority. Toho Water is prepared to offer a deferred payment plan of water and wastewater impact fees by paying over a ten-year period.	TBD	Currently part of TWA's policy for paying site development cost.	Toho Water Authority	No	N/A	N/A	No	No	Osceola County: 10 years
Tavistock	SEWER IMPACT FEE CREDIT	Infrastructure and development support	The Tavistock Group is presenting two possible options within the land under their control. Each of these sites is served by different utilities. The City of Orlando will provide impact fee credits for any additional sewer capacity created at any site within the City of Orlando.	TBD	This support will be available for Project Golden assuming the selection of sites within the City of Orlando. Requires approval by the Orlando City Council. The City of Orlando feels a high degree of certainty on obtaining a favorable vote and approval.	City of Orlando	No	N/A	30 days	No	N/A	10 years
Tavistock Site 2: Sunbridge	RELOCATION SUPPORT	Grant	Site 2 - Osceola County will create a \$2,000,000 fund from which Osceola County officials may draw to assist with relocation expenses of Amazon's full-time employees who relocate to Osceola County in relation to the HQ2 project and meet or exceed 200% of the county's average wage. This will be created specifically for the Amazon HQ2 project to allow maximum flexibility on the way in which the funds may be utilized.	Up to \$2,000,000	Employees' wage must meet or exceed 200% of the County's average wage. Employees must establish primary residence within Osceola County. Additional details can be discussed or negotiated after a site selection is made.	Osceola County	No	N/A	30 days	No	Program details have not been stipulated	The duration of the project