

## Commonwealth of Pennsylvania

October 13, 2017

Mr. Jeff Bezos  
Chairman and CEO  
Amazon.com Inc.  
410 Terry Avenue North  
Seattle, Washington 98109

Dear Mr. Bezos:

We are writing representing Pennsylvania's more than 360 postsecondary institutions. As you work to decide upon a location for Amazon's second corporate headquarters, we would like to share why we in the higher education community feel Pennsylvania would be the best choice for your company.

We see firsthand the important role that the diversity and attractiveness of the commonwealth plays in bringing students and employees from across the United States and around the world to Pennsylvania each year. The commonwealth offers thriving urban areas, suburban neighborhoods, and small towns, all of which are filled with history and culture. We understand the importance of opportunities outside of home and work as well. Pennsylvania is home to over one hundred state parks, world class museums and restaurants, and professional sports teams.

Pennsylvania's postsecondary institutions are just as diverse as the commonwealth itself. Our schools are a unique mix of public and private universities, vocational schools, community colleges, liberal arts and research institutions. Our graduates make up one of the most talented and highly skilled workforces in the nation because of the experiences they have with talented faculty, through internships and externships, and by engaging in research. We are committed to ensuring that Pennsylvania's workforce pipeline is filled with employees who are critical thinkers, problem solvers, communicators and innovators—the exact mix of individuals that Amazon needs to navigate a global economy.

Last month, *US News & World Report* released their annual ranking of the nation's colleges and universities. We are proud that the rankings featured seven Pennsylvania schools in the top 100 universities and eleven of the top 100 liberal arts schools. Pennsylvania has been recognized as national leader in science, technology, engineering and mathematics (STEM) education. Here are just a few examples of the impressive work we are doing in the STEM field:

- Nationally, Pennsylvania ranks third in the number of degree granting institutions and fourth in postsecondary enrollment
- Nearly 45 percent of Pennsylvanians between the ages of 25-64 have degrees, certificates or other credentials beyond high school
- The commonwealth has five of the nation's 54 STEM ecosystems formally recognized by the STEM Funders Network
- 107 institutions have degree programs in engineering and engineering-related fields
- 22 institutions offer degrees in logistics, materials and supply chain management

Mr. Jeff Bezos  
October 13, 2017  
Page Two

- In 2015-16, Pennsylvania's schools had over 31,000 students enrolled in STEM degree programs
- Pennsylvania is fourth nationally in the number of STEM graduates and ranks in the top 10 of states for technology and innovation

Building Amazon's new headquarters in Pennsylvania would connect and facilitate dynamic relationships between postsecondary institutions and the private sector—the kinds of relationships that would benefit both Amazon and our institutions. Our institutions stand ready to be a partner in this exciting project. We encourage you to choose Pennsylvania as the location for Amazon's second headquarters.

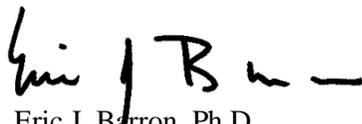
Sincerely,



TOM WOLF  
Governor



Brenda A. Allen Ph.D.  
President  
Lincoln University



Eric J. Barron, Ph.D.  
President  
Penn State University



Elizabeth Bolden  
President  
Pennsylvania Commission for  
Community Colleges



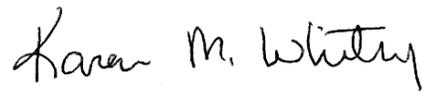
Don Francis  
President  
Association for Independent  
Colleges & Universities of  
Pennsylvania



Patrick Gallagher, Ph.D.  
Chancellor  
University of Pittsburgh



Richard M. Englert, Ed.D.  
President  
Temple University



Karen M. Whitney, Ph.D.  
Interim Chancellor  
State System of Higher Education