

**From:** Bourgeois, Kiersten [[Kiersten.Bourgeois@vermont.gov](mailto:Kiersten.Bourgeois@vermont.gov)]  
**Sent:** Monday, May 23, 2016 7:33 AM  
**To:** Springer, Darren  
**CC:** Moulton, Pat; Coriell, Scott  
**Subject:** RE: Hello from Vermont!

I'd say direct call to Schulman from Gov with invitation.

Then we have to assume that Shulman will have to go back to his folks to nail something down. We need to see if they are still talking to us b/c the Gov has reached out to Dan several times and are just being nice or if they are really considering us. On one of the calls that we had, they said that we were in the top 3 or 5...let's see if that still stands.

Our incentives are competitive, we can find the people and we share the same philosophies...let's get 'em here.

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**From:** Springer, Darren  
**Sent:** Monday, May 23, 2016 7:29 AM  
**To:** Bourgeois, Kiersten <[Kiersten.Bourgeois@vermont.gov](mailto:Kiersten.Bourgeois@vermont.gov)>  
**Cc:** Moulton, Pat <[Pat.Moulton@vermont.gov](mailto:Pat.Moulton@vermont.gov)>; Coriell, Scott <[Scott.Coriell@vermont.gov](mailto:Scott.Coriell@vermont.gov)>  
**Subject:** Re: Hello from Vermont!

What form should that next communication take?

Sent from my iPhone

On May 23, 2016, at 7:11 AM, Bourgeois, Kiersten <[Kiersten.Bourgeois@vermont.gov](mailto:Kiersten.Bourgeois@vermont.gov)> wrote:

Good morning – it is time to talk to them about timing of a visit. Talked to the Gov at the EPA event on Friday and he suggested that we get a date lined up. I thought about this over the weekend – we are feeding them lots of info, but not getting any indication in return as to whether this info is good/bad/additional detail needed, etc.

Thanks – Kiersten

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**From:** Whitney, Devin [<mailto:dewhitney@paypal.com>]  
**Sent:** Saturday, May 21, 2016 12:13 AM  
**To:** Bourgeois, Kiersten <[Kiersten.Bourgeois@vermont.gov](mailto:Kiersten.Bourgeois@vermont.gov)>  
**Cc:** Moulton, Pat <[Pat.Moulton@vermont.gov](mailto:Pat.Moulton@vermont.gov)>; Springer, Darren <[Darren.Springer@vermont.gov](mailto:Darren.Springer@vermont.gov)>; Coriell, Scott <[Scott.Coriell@vermont.gov](mailto:Scott.Coriell@vermont.gov)>; Schulman, Dan <[dan@paypal.com](mailto:dan@paypal.com)>  
**Subject:** RE: Hello from Vermont!

Thanks Kiersten. Really appreciate you guys pulling this together for us. I've sent it to the individuals responsible for our labor and real estate analysis so that they can incorporate it into their review.

Have a great weekend!

Devin

**Devin Whitney**  
Senior Manager, State Government Relations

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<image001.png>

2211 North First Street  
San Jose, CA 95131

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**From:** Bourgeois, Kiersten [<mailto:Kiersten.Bourgeois@vermont.gov>]  
**Sent:** Wednesday, May 18, 2016 10:40 AM  
**To:** Whitney, Devin  
**Cc:** Moulton, Pat; Springer, Darren; Coriell, Scott; Schulman, Dan  
**Subject:** Hello from Vermont!

Hi Devin,

I hope that this note finds you and your team well. Over the past week, we have been working to refine some of the data that you requested.

First, you will see that we have attached a snapshot of our workforce availability and associated skills/wage data. Please note that this is just an **initial** analysis; we can certainly provide much more, but wanted to give you a high-level overview of the employment picture in both the Brattleboro and Burlington areas.

We have also provided more information on a site in Winooski that we mentioned in our first real estate package – this site is located in the city's downtown and is very close to downtown Burlington as well. We would also be happy to send along additional detail on the sites that we first included.

Our entire team is looking forward to welcoming you for a visit to Vermont.

Thanks very much – Kiersten

Kiersten Bourgeois  
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