



THE PREMIER  
HALIFAX, NOVA SCOTIA  
B3J 2T3

On behalf of all Nova Scotians, I am pleased to support our capital city's response to the Amazon HQ2 RFP. Nova Scotia, Canada, our capital city of Halifax, and supporting communities across our province offer all the advantages for a global player like Amazon—a diverse, creative, and educated workforce, competitive operating costs, a prime geographic location, clear and open immigration pathways, flexible real estate options, and a pool of incentives and programs to support Amazon HQ2.

Nova Scotia has a proven track record working with multinational companies, facilitating their integration, and scale-up needs. We are a location that has achieved many notable innovative firsts with our business partners—we are the first North American beachhead for the world's 10th largest bank—Japan's Mitsubishi Financial (MUFG). And, in 2016, IBM chose Halifax over all other cities in Canada to build their Client Innovation Centre. Just this year, the Pepper Group, headquartered in Australia, chose to expand in Halifax at the conclusion of a worldwide analysis of business jurisdictions.

With the most post-secondary institutions per capita in North America, our early education and K-12 programs focusing on coding and computer science, our green energy initiatives, and the regulatory reform we are undertaking to be among the most business-friendly environments, we would welcome the opportunity for a dialogue with Amazon to further reinforce not only our advantages, but also to define an incentive package for Amazon HQ2.

As Premier of Nova Scotia, Canada, my own commitment to Amazon is also part of our business-friendly environment. On behalf of the Provincial Government of Nova Scotia, we will work with Amazon, our capital city, neighboring communities, our post-secondary universities and colleges, our immigration colleagues, and business community stakeholders to ensure that Amazon is in good company.

My government and Nova Scotians have worked hard to achieve and maintain our strong fiscal position. In September 2017, I tabled my government's balanced budget, which is projecting a surplus of \$131.6 million, with a positive net position of \$21.3 million. Our net debt-to-GDP was reduced to 36.3%, and our budget estimates a further reduction to 35.5%.

Alongside our capital city of Halifax and the Government of Canada, I extend an invitation to Amazon to join us. An invitation to come and share everything our province has to offer as a place to work, live, and thrive. From our bustling city districts to our expansive ocean coastline, Nova Scotia has built on a genuine foundation of hard work, community, and innovation as a path to prosperity. Information technology is a priority sector for Nova Scotia, and we will stand behind our companies that join us in growing the province's global presence in this highly competitive and innovative industry. Nova Scotia will grow side-by-side with the businesses that choose our location to expand their global footprint.

Sincerely,

A handwritten signature in black ink, appearing to read 'Stephen McNeil'.

Honourable Stephen McNeil, M.L.A.  
Premier