



May 9, 2017

Trudi Ryan, Director  
City of Sunnyvale  
Department of Community Development  
456 W. Olive Ave.  
Sunnyvale, CA 94086

Re: Application to Initiate General Plan Amendment

Dear Trudi:

Please consider this letter our formal request for a General Plan Amendment Initiation to allow a change of the existing zoning to increase the density of the combined parcels from the current maximum permitted FAR of 45% to a new density of 100% FAR.

The proposed project includes eleven parcels totaling 777,457 square feet / 17.85 acres which are further clarified in the attached master plan. The master planned project consists of four new multi-story commercial buildings with an internally located parking structure. We believe the increased density is justified because of the following:

1. The proposed project density is similar to projects within the area and matches the allowed density of the MS-100 directly across Central Expressway.
2. Further growth in the area both for this project and others will support the increased density and provide growth along the Central Expressway corridor.
3. The proposed project not only maintains the existing Moose Lodge through all phases, but provides significant amenity space within the site.
4. Most importantly, the increased density for the proposed project provides the necessary space for a valuable growing company to stay in the City of Sunnyvale.

We believe the City of Sunnyvale will benefit from providing the increased density for both this project and others in the area. The adjustment of the density from 45% to the proposed 100% FAR will allow the City to further direct growth in a logical manner.

Sincerely,

ARC TEC, Inc.

A handwritten signature in black ink, appearing to read 'Craig Almeleh'.

Craig Almeleh, AIA

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## Fortinet in Sunnyvale

Fortinet was founded in 2000 by Ken Xie, a serial entrepreneur, founder and former CEO of NetScreen, which was later sold to Juniper. From the beginning, the company foresaw the explosion of the Internet of Things (IoT) and set out to deliver the broadest, most integrated, high-performance security platform in the industry. Today, we have more than 300,000 customers worldwide and offices in over 77 countries.

From its inception and through its IPO, the company has called Sunnyvale home. In February 2014, we moved to our present location at 899 Kifer Road. Previously used for manufacturing, our Sunnyvale building has been transformed into the research and administrative headquarters of Fortinet.

The company has grown to more than 5,000 employees worldwide. Our Sunnyvale staff totals 750 employees, up from 120 in 2006. Fortinet has created high-paying jobs in Sunnyvale across a range of professions: engineering, sales, marketing, finance & supply-chain management. These Sunnyvale-based employees support many local businesses. One hundred of our employees are residents of the City of Sunnyvale.

Fortinet is committed to the City of Sunnyvale and positioned to deepen its involvement with the surrounding Sunnyvale community:

- The security industry has three times the shortage of talent compared to other high tech industries and this is expected to increase over time. Fortinet Network Security Academy program partners with schools to provide industry-recognized Fortinet training and certification programs, which prepare students to become part of the rapidly-growing cyber-security profession.

<https://www.fortinet.com/support-and-training/training/fortinet-network-security-academy.html>

<https://www.fortinet.com/content/dam/fortinet/assets/training/Fortinet-Network-Security-Academy.pdf>

- Fortinet employees are encouraged to donate their time to the community and the company provides employees 8 hours per year to volunteer with local non-profit organizations. We would like to leverage this program to deepen our ties with our community.