

# NORDSTROM

June 15, 2016

Honorable Steven Nelsen  
Mike Olmos, City Manager  
Visalia City Administration Building  
220 N. Santa Fe Street  
Visalia, CA 93291

Dear Mayor Nelsen and Mr. Olmos,

I want to thank you for working so closely with Nordstrom over the past year as we considered a new fulfillment center on the west coast. Last year we met with Mike on site and we are truly grateful for the time and attention you dedicated to make the process as productive as possible.

Since our teams first met a year ago, the pace of change in retail has continued to increase. What's most important to us is to evolve our business to best serve our customers. We will continue to invest across our business to competitively position us for long-term success and to deliver the products and experiences customers want.

While we feel confident that a west coast fulfillment center will continue to be a part of our longer-term plan, as we look at the broader needs of our business in the current environment we have re-evaluated the timing of this potential project. We now anticipate that an opening would likely not occur before 2020.

Our relationship with the city and citizens of Visalia is important to us and we appreciate your patience and support. We are truly grateful for the time and attention you and your teams have dedicated to this process and we look forward to continued conversations in the future.

Sincerely,



Erik Nordstrom  
Co-President  
Nordstrom, Inc.