

CITY OF CHARLOTTE

CITYWIDE RECORDS PROGRAM

PUBLIC RECORDS REQUEST #2671

The following materials have been gathered in response to public records request #2671. These materials include:

City Council Closed Session Minutes - Project Bee - October 22, 2018 Project Bee Presentation

For further information about this request or the Citywide Records Program, please contact:

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October 22, 2018

Closed Session – Economic Development - Project Bee

Page 1

The City Council of the City of Charlotte, North Carolina convened for a closed session on Monday, October 22, 2018 at 6:17 p.m. in Room 267 of the Charlotte Mecklenburg Government Center with Vi Lyles presiding. Councilmembers present were Dimple Ajmera, Tariq Bokhari, Ed Driggs, Larken Egleston, Julie Eiselt, Justin Harlow, LaWana Mayfield, James Mitchell, Matt Newton and Braxton Winston, II.

Staff present: Marcus Jones, City Manager, Sabrina Joy-Hogg, Deputy City Manager, Tracy Dodson, Assistant City Manager, Danny Pleasant, Assistant City Manager, Jason Kay, City Manager's Office, Bob Hagemann, City Attorney, Kevin Dick, Economic Development, Laurie Lencheski, Economic Development, Brent Cagle, Aviation Director, Jack Christine, Deputy Aviation Director, Leila Lahbabi, Aviation, Haley Gentry, Aviation, Kay Cunningham, Office of Constituent Services, and Stephanie Kelly, City Clerk.

Motion was made by Councilmember Mitchell, seconded by Councilmember Eiselt, and carried unanimously to go into closed session pursuant to GS § 143-318.11(a)(4) to discuss matters relating to the location of industries or businesses in the City of Charlotte, including potential economic development incentives that may be offered in negotiations.

Marcus Jones, City Manager said before I turn this over to Tracy this is actually a bit of how NEWCO will work in the future and we are in uncharted territory but more of a transition. So, as you heard earlier what will occur with this new company is that leads will be generate and the leads will be handed off to the jurisdiction in which the company would like to locate or relocate. I will tell you that I've been here for almost two years and this is the first time that I feel very included in one of these discussions. So it is the same concept of generating a lead, handing it off to the jurisdiction and I'm extremely proud of what has occurred in terms of the Chairman of the ED Committee, the Mayor and Tracy in terms of trying to have collaboration in order to get to a point, which is tonight, to present something to you about an economic development opportunity.

Tracy Dodson, Assistant City Manager said this one is very unique and it is one that we are very excited about, Project Bee. I'm going to walk you through why this is significant, the company, what the public investment is, the competition and then some of the rational and benefits and some of their community engagement that they do in other places. One, why is this significant? This is a Fortune 100 Company and these don't happen very often. You can see on here since 2001 there has really only been two like this and that is Boeing and GE. The others were consolidations or minor moves within the market place. This does not happen often. One of the things from my perspective that really caused me to roll up my sleeves on this and start to try to pull everybody to figure out a way to make this happen is because in asking the Chamber back in September, I said how often have you seen a Fortune 100 Company look at relocation to Charlotte. GE looked at Charlotte for a brief second but not really, and the answer was never. So; this is a unique opportunity that can have a big impact on our City.

mpl

October 22, 2018

Closed Session – Economic Development - Project Bee

Page 2

Let me tell you a little bit about the company. Again; as I mentioned it is a Fortune 100, it is currently headquartered in New Jersey. This would be their global headquarters relocation. They had sales upward north of \$40 billion in 2017 and they specialize in a lot of different technologies and aerospace, home & building technologies, safety & productivity, performance materials and technologies.

The details of the project; they would bring in up to \$84 million in a real estate investment. Right now, I feel like they will go into a new building that will be \$54 million in real property, \$21 million in business and personal property and \$8.5 million in a new hangar at Charlotte Douglas Airport. I have to give credit to Brent and his team because they have worked very hard on this piece of the puzzle and there have been a lot of pieces to the puzzle, but the aircraft and the hangar was a unique one. They have four aircrafts that they are going to relocate here but more importantly from a tax revenue standpoint of that four aircrafts, I think the refurbish schedule on those is that all four get refurbished within the next five years or so. There is an \$80 million initial value in that aircraft but within a couple of years it looks to be closer to \$215 million.

The public investment, and I should have mentioned, and I apologize, the total number of jobs is 750 jobs relocated. Some of those actually, it is anticipated that are from a facility in South Carolina that would come over and be a part of this. What we are proposing here is a 15-year 90% grant. The total City amount would be \$17 million and combined City/County would be \$46,021,000. The JDIG amount from the state as it stands today is \$32.5 million. That final amount will be solidified in weeks to come. So, the total package amount at looks right now is \$78 million again; 750 jobs; average salary is \$348,000 per year. Charlotte area average wage is \$51,000.

Talk about the spectrum of jobs and job creation; remember the last big announcement that we had was out at the Airport in Project Quattro and that was 1,500 jobs and that was at a \$14 an hour wage. I know they have gone up now to closer to \$17 per hour but still again just to put in perspective we are hitting all ends of the spectrum on this. The last big announcement was Quattro and then hopefully we can get this one at the other end.

Let me talk quickly about the competition. They have looked at multiple states, South Carolina, Georgia, Florida as well as Texas. It didn't show up in there but Texas is another one of them and you can see at the per job what the range was and where we landed at the state and that is occurring incentives proposal with the JDIG and the BIP so state and local.

Let me hit on the giving back; the company has a program they call Hometown Solutions and they are very committed to the communities. The CEO is familiar with Charlotte and I think has some ties to Charlotte amongst being a very big Panthers Family man. The STEM, the family, safety, the habitat and conservation, housing and shelter and humanitarian relief. It is really important to know that they have already given over \$1 million to victims of hurricane Florence and to the recovery efforts so this is just their standard practice of what they do all around the world and they are willing to lean in and do here as potentially a new part of the community.

mpl

October 22, 2018

Closed Session – Economic Development - Project Bee

Page 3

The Rationale and Benefits, the positive buzz; if you remember, those of you that were at the ED Retreat, I read a list of quotes from site selectors from different spots of the country about we kind of weren't keeping up. This puts us back on the map. I'm not saying that is the reason to do it but it is really important to note that as all these other efforts of NEWCO and everything else that is going on, this is a game changer for us. Like I said earlier, these Fortune 100 Companies do not move often. The open mind, the state of the arts technologies that can come in to grow other industries, the workforce dynamics create a diversity of jobs. It is a millennial magnet and then open book, the shared technology and innovation that we will see across our region.

Let me go back to why we are really here, which is to remind everybody that the funds aren't paid on this. We need to get a show of hands tonight of an interest level to this, but it is for 750 jobs, average salary is \$348,200 but this grant is only from what they generate so they've got to generate it in order to get it. The partner match with the County as well as with the State and the City/County grant as we said before to be estimated at \$46 million for 15-years. It is a unique grant but we feel like in this particular instance it is a unique opportunity.

Let me talk about the schedule really quickly; the Board of County Commissioners will go to closed session on November 7th. We are pushing to get the company to make an announcement ideally the week of November 12th. A potential backup to that is after Thanksgiving and we will just see with the Holidays where things go and then come back to open session in December. They anticipate they will have people here in January; I think that is a little bit aggressive, but definitely people coming and people moving in the summer. Just from a real estate perspective they talk about temporary space and then moving into permanent space so their people will get here very quickly.

Councilmember Mayfield said Tracy; we have on here 750 new jobs; how many will be local hired versus how many are going to be relocated?

Ms. Dodson said it is hard to say but I'm going to guess about 50/50. They have not really started talking to a lot of the existing headquarters and that is part of why they want to go ahead and get all of this worked out as to how many people will actually move. I anticipate that the core of the headquarter teams will move but at that I think we anticipate it is 50% local hire.

Ms. Mayfield said what clawbacks do we have in place to protect our investment?

Ms. Dodson said this is unique; they've got to generate it in order to get it. On the clawbacks we would talk about the typical five-year that we do and then in the details of what we looked at is how does that then stretch out over that remaining time as they are fully ramped up and it is a proportionate I think amount. So; it is a percentage based on the number of years that they are in if they were ever to leave which you claw back.

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Ms. Mayfield said if we can go back in the slides where we have the actual numbers where we show the breakdown of what our investment is and the tax breakdown. We are saying 90%; the taxes they generate would go as how the funding would be covered meaning we are only going to get 10% of that. Do we have an idea or estimate of what that would look like because we've had a number of investments over the years and to be perfectly honest I have yet to have a report that showed how Charlotte has benefited from these long-term grant relationships and/or investments when the company receives back 90% of the taxes that are generated? It would be helpful to get an idea, even a range, of what kind of dollars are we talking about that is actually going to be generated for our community versus how much is going to be generated back to them in order to pay off this grant amount.

Ms. Dodson said obviously 10% you are looking at \$19 million and something that specifically is just to the City tax. I think we had an estimate and I'll get you the exact number that over the 15-year period we look at they are generating I think it was \$500 million and something in revenue but that is the ripple effect. To your point I want to highlight one company, not to digress off of this, but Albemarle is a great example of a company that has been here for two years and what was the amount they just gave towards housing? Was it \$10 million I think towards housing and they've only been here for two years. When I'm talking to the company those are the kind of examples that I'm using. You come here and become a part of our community, look at what this company did.

Ms. Mayfield said I hear that but there is a bigger conversation. Which company headquarters just folded like less than a month and a half ago that is in our region. They relocated here. I want to make sure because when they come if you are talking about these salaries we already have a challenge in the community with the cost of living and people coming from other areas that are used to a much higher cost coming here purchasing homes, having homes built, those homes are coming out of the ground a lot higher than the current market. We are talking about potentially 750 jobs so I think it will be helpful if we can go to our community and share with the community how this is going to benefit you versus how is this going to continue the displacement of you in your own community. That will be helpful to have.

Councilmember Driggs said normally 90% is associated with a particular location then otherwise it is 45% so what is the basis on which this is a 90% grant? Is it based on where they have chosen to locate?

Ms. Dodson said we are basing it off headquarter relocation.

Mr. Driggs said that means that our guidelines that we used before as to when we do 45% and when we do 90% are not applicable here, we are going to the 90% just out of desire to score this, to get this plumb.

Ms. Dodson said you are right.

mpl

October 22, 2018

Closed Session – Economic Development - Project Bee

Page 5

Councilmember Eiselt said I think what you said about Albemarle is a point worth remembering. I've heard the phrase over the past couple years that we are a City of SVPs and it is frustrating because we don't get these CEOs that step up and participate in the housing and participate in funding the arts or funding education or any number of things so I do think we have to keep that in mind that this is a headquarters and it would bring a CEO here.

Ms. Dodson said I think part of this whole new system that we are evolving into with the NEWCO is about not just an announcement; it is thinking so far beyond that and how do we get, not just the CEO, but so many others engaged in the community. The current system does that. We work really hard to an announcement and then it is kind of hey, have a nice day, we will welcome you when you get here but that is kind of it and we've got to do so much more in that process to make sure they get engaged in the community.

Councilmember Winston said I think Mr. Driggs answered one of my questions. Do we know where this is going to be placed; is it going to be Uptown or in an existing office park or is it going to be a new building?

Ms. Dodson said this one is a little bit unusual because the incentive discussion has driven a lot of the finalist decisions and they have started the real estate search here relatively late. I do know that they have a couple of finalists and I do think that they are in location ends up probably being a new build but I just know the top three or four and then various areas.

Mr. Winston said how long was this company in its current headquarters; how often does it move its headquarters?

Ms. Dodson said that I do not know but I will get you the answer. They have not as a Fortune 100 I don't think they have moved but I will get the answer for you.

Councilmember Newton said when you say generate, and this could be just a dumb question, but are you talking about the greater scope of what is being generated or just the job creation when you say the incentives are tied to generation and what they are able to generate?

Ms. Dodson said the incentive is tied directly to what they are generating out of this investment and what we don't have in this, the County does it and this is where on the City side we are going to get better with our technology and our software. We don't have the City piece; I can give you the County numbers but it is not reflective specific to the City so I try not to create that confusion with that. That \$17 million is generated what is off of here in terms of their investment.

Mr. Jones said it is direct, not indirect and induced, just direct.

mpl

Mr. Newton said the grant itself, is this similar to TIG grant so we are talking about money that is coming out of revenues we wouldn't otherwise see but for the company being here?

Ms. Dodson said yes.

Mr. Newton said okay, and so we would at the very least be retaining 10% for a 15-year period that we otherwise wouldn't see but for the company being here. I guess from the standpoint of the more comprehensive economic footprint that I imagine this company would bring to our area; how are we going to assess that and I'm thinking we are looking at 750 jobs, probably around that \$350,000 range, a lot of that would probably be kind of management. Is that including support and service jobs that we are talking about the build of a new building, does that include the construction jobs to build that and all these other things or is that all the incidentals here?

Ms. Dodson said that is secondary. What we are talking about right here tonight is just the direct impact from the company. I was given today by the company a report that Ernest Young had done for them that is their assessment and I will give you the examples for every one Fortune 100 Company job generated, it generates 4.6 more jobs but that is their assessment and not necessarily our assessment.

Mr. Newton said is it safe to assume, but can that be a take away for us too that this type of after grant investment would also kind of create this larger economic impact that would include those types of jobs?

Ms. Dodson said yes.

Councilmember Ajmera said what locations are they considering? You said there are a couple of locations that you are aware of as sort of a temporary increment location, could you elaborate on that please?

Ms. Dodson said they have looked at Uptown, South End, Ballantyne, Lake Point. These are the areas that I know that they have dug into significantly. On a temporary space they could potentially have two different scenarios; they could have a "we work" scenario that is for six to eight months because people do come in January and they could have something if they go to a new build they would have to have a two-year kind of short-term scenario that they are looking at as well.

Ms. Ajmera said would the City have any influence in that decision? I know in the past it has been more of a Chamber and multiple parties involved so I guess moving forward with this NEWCO, do we have more influence over that?

Ms. Dodson said that is exactly what we want to be able to get to. I want to bring together with this project management is that if the incentives are coming from us we a part of the deal and we are part of putting the deal together, but then also one of the things that has happened over

the past decade is that the real estate search and incentive discussion have been able to kind of come apart and you don't really pay attention to the real estate discussion when you pay attention to the incentive discussion and we are really working hard to bring that back. That is going to take time and the real estate community and the brokerage community are used to doing things the way they do things and so showing them the benefit of really working as one and one team will take some time.

Ms. Ajmera said from what I understand that may not be part of the conversation for this.

Mr. Jones said I would say and Tracy; I think you would agree with me, that this deal was dead 45-days ago. Dead, but under this new model it was handed over to us and

we were able to bring the Airport in and bring all of our resources in, bring the County to the table and think bigger. The moment that we were able to think bigger that is why we are here tonight. To your question again, it is in its infancy but I think it is less about NEWCO and more about the City being in the business of project management and being able to put our best foot forward based on our priorities for this body.

Ms. Ajmera said you said the deal was dead, does that mean they were not considering Charlotte?

Mr. Jones said I'm just saying if you just did it the old way of doing this, there would have been no opportunity to move forward so we started to go beyond what is traditional and we put together something that we felt comfortable that would move us from wherever we were, which wasn't in the top seat, to the top seat.

Ms. Ajmera said when was the last time we awarded that 90% to a company relocating to Charlotte?

Ms. Dodson said the 90% is not uncommon. What is uncommon is the term and the 15-years. We've done fives, we've done sevens and we've done tens; what is more unusual is the 15-year and that is part of what we have to do to get creative on this that the Manager said the deal was dead. There has been a lot of things with this where I think they have liked Charlotte primarily because of the talent but on the incentive side we have lagged far behind and so this was the five-year was our attempt to make up some of that gap.

Ms. Ajmera said so we are forwarding it as much as we can so instead of short-term we are doing the 15-years so we are getting 10% earlier, am I correct?

Ms. Dodson said I'm not sure I understand your question.

Ms. Ajmera said I guess traditionally it has been five-years or ten-years 90%, so if you are doing it 15-years that means we are getting that 10% ahead of time than we would have.

Ms. Dodson said you will get that 10% every year versus we don't get the company at all. We are extending it out five more years than I think we would normally do in a case like this.

Councilmember Phipps said I know that the State wants to go after a growing manufacturing facility but how does this amount stack up against [inaudible] the very large amount that they really want this company.

Ms. Dodson said I don't know what the State offered on Boeing several years ago. I know what has had the State somewhat handtied in this has been that the JDIG laws had a salary cap and because of the salaries of this, it limits what they can give out of the JDIG to the current which is again where we've tried to step in and make a similar comparable to other states.

Councilmember Harlow said I like the creativity with this; I didn't realize this was abnormal until Mr. Driggs mentioned it, but sometimes if we are trying to make that next step for that bigger fish and bigger player I'm tempted to support this. I'm sure there is concerns that haven't been said as it relates to the large discrepancy around the average wage versus the Charlotte wage which naturally will raise our AMI which has other implications for us. I think there is a residual effect and I know you have spoken to it a little bit as it relates to large companies relocate, this is relocating and this is not just creating some stuff and that creates some level of validation; that creates some level of residual economic development especially when you are looking at these types of figures. I'm comfortable with this but I think as we consider these things on the whole or a case by case basis, going forward, we definitely still have to weigh those options. This is as white collar as it gets so let's be clear if we are also trying to have blue collar report and what that looks like. I know we are hamstrung and we can't mandate certain things in this stuff but I'm tempted to support it. Normally when Kevin has presented these, you have presented these we know who we are competing against. Who are we competing against? You haven't really said that.

Motion was made by Councilmember Harlow and seconded by Councilmember Egleston, to indicate intent to approve the City's share of the 90% Business Investment Grant in the amount of \$17,139,557 over 15 years.

Mayor Lyles said this is a tentative motion; you know that we will go in public session to do this in December.

Mr. Driggs said I'm just struggling a little bit with the arithmetic. You talked about a property investment of eighty something million dollars; that creates, in the normal course of events, how much per year? How are we getting to these; one percent and a quarter of \$80 million is \$1 million a year in property taxes so what is the computation that gets us to \$42 million in incentives from and \$82 million investment?

October 22, 2018

Closed Session – Economic Development - Project Bee

Page 9

Ms. Dodson said the numbers have consistently changed as we worked with the client so Lori was in there today.

Lori Lencheski, Economic Development said I worked with Peter Zeiler with the County and I know he had crunched some numbers and they used a different multiplier then what we would normally use. I think they used 1.25 multiplier to come up with some of those numbers.

Mr. Driggs said what we are talking about here is just property tax reduction by 90% so the entire property tax on \$80 million for 15-years doesn't come close to that.

Mayor Lyles said doesn't that include the building only, but what about the second category, the Aircraft?

Ms. Lencheski said we are including the aircraft, the hangar and when you add in the aircraft –

Mr. Driggs said you did; you've got \$83 million in investment and the suggestion that it could rise to \$200 million. On \$83 million the property tax rate is about a percent and a quarter for the County and City, right. So; you are getting a little over a million dollars a year from \$80 million in property and over 15-years to get to \$42 million. Maybe we can do this off line but I don't see how that computes.

Ms. Dodson said we can walk you through the number off line because we've also worked through several of the refresh of technology which is another big piece at what point that triggers to get to a place where the company is comfortable so they actually will do the things that they say, not just the aircraft refresh, but the technology as well and we can run you through all of those numbers so you can see it.

Mr. Winston said while bringing this headquarters is as white collar as you can get if this is the company that I think it is, a 100 Fortune Company is going to be an anchor in whatever economy it inserts itself but this company seems to have a bunch of ancillary industries that are associated with it, a lot of stuff that we are not necessarily known for potentially or just kind of dabble in some things. Will there be a next step here from economic development standpoint in terms of a lot of these industries are some of those blue color jobs, some of those other positions that will address the inequities that we see. Will we have a second step to try to create an atmosphere so some of those ancillary industries and other jobs that are associated with this company will be moving here and what will that look like if we are doing that? Is that going to be a one-year thing, a five-year thing or is it generational?

Mayor Lyles said can we come back with that as part of our strategy of growing and building on that expansion? Can you attend the ED meeting and then you guys talk about the strategy of building out?

Mr. Winston said I won't be able to be at the ED meeting.

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Ms. Dodson said we can talk more about that because there is a ripple effect and I will give you one nugget; they are trying to decide if they do one building or actually two buildings. One of the buildings could be more of an education center which you talk about hotel and visitors coming in so that is an immediate ripple effect that we could talk about so I will give you more on that.

Councilmember Bokhari said I share the same follow-up requests that Mr. Driggs just came up with which is let's make sure that we are not signing up for more than we are actually inflowing back in first to protect the taxpayers. As long as that is the case I would say I think this is a great example of why we were so excited to have someone of your stature and experience here under Marcus going after things like this. We haven't done in the past in this way; it is people-based which is great and what we have to do right now but my hope is that it becomes process based and we can start to see more transparent policies on how it is that 90% checks all the boxes for something like this going forward.

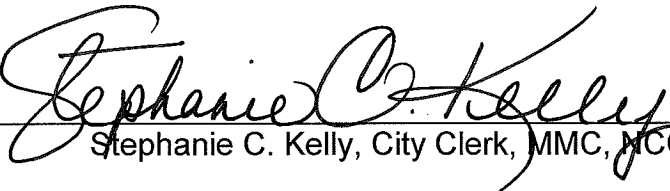
The vote was taken on the motion and was recorded as follows:

YEAS: Councilmembers Ajmera, Bokhari, Eiselt, Egleston, Harlow, Mayfield, Mitchell, Phipps and Winston.

NAYS: Councilmember Driggs

Mayor Lyles said we will see you on the December 10th Agenda, but more importantly I just have to say we are crafting a new way of dealing with our growth and our ability to participate in economic development and I'm really excited about this. Making this fit and be more in charge of the areas that we think are important.

The closed session recessed at 6:56 p.m. to move to the Meeting Chamber for the regularly scheduled Business meeting.


Stephanie C. Kelly, City Clerk, MMC, MCCMC

Public Inspection Status

- (A) Must Remain Confidential _____
- (B) Confidential Pending Release _____
- (C) Release for Public Inspection _____ ✓



Release Authorized by:
City Attorney/City Council

12-3-18

Date



CHARLOTTE
ECONOMIC DEVELOPMENT

CONFIDENTIAL



BUSINESS INVESTMENT GRANT

Project Bee

October 22, 2018

Agenda

1. Why this is Significant?
2. About the Company
3. Project Details / Investment
4. Public Investment
5. Competition
6. Giving Back
7. Rationale and Benefits
8. Council Request
9. Q&A

1

Why this is Significant?

Significance of a Fortune 100 Move

- Fortune 100 Companies relocated since 2001

Company	Year	From	To	Jobs	Incentives
Boeing	2001	Seattle	Chicago	500	\$63 M
AIG	2013	New York City	New York City	1,900	None - contraction
United Technologies	2015	Hartford, CT	Farmington, CT	175	None – consolidation
GE	2016	Fairfield, CT	Boston, MA	800	\$151 M
Caterpillar	2017	Peoria, IL	Deerfield, IL	300	None

2

About the Company

About the Company

- Current headquarters in New Jersey
- Sales upward of \$40B in 2017
- Invents and manufactures technologies that address some of the world's most critical challenges around energy, safety, security, productivity and global urbanization.
 - Specializes in:
 - Aerospace;
 - Home & Building Technologies;
 - Safety & Productivity Solutions; and
 - Performance Materials & Technologies

3

Project Details / Investment

Project Company – Investment Breakdown

- Investment includes real estate, business personal property, hangar, and aircraft
 - Up to \$84.25 million in real estate investment
 - Up to \$54.7 million in real property
 - \$21.05 million in business personal property
 - \$8.5 million in a new hangar at Charlotte Douglas Airport
 - Aircraft fleet
 - Four aircraft to be relocated to Charlotte Douglas International Airport and added to business personal property tax rolls
 - \$83 million initial value in 2019 growing to \$215 million by 2025

4

Public Investment

Public Investment

Total City Grant Amount:	\$17,139,557
Total City/County Grant Amount:	\$46,021,575
Grant Terms:	15-years 90%
Total JDIG Amount	*\$32,500,000
Total Grant Package (state/local)	\$78,521,574
Estimated New Jobs:	750
Average Wage for New Jobs:	\$348,200
Charlotte Area Average Wage:	\$51,150

5

The Competition

Competition

- The company has received incentive offers from South Carolina, Georgia, Florida, and North Carolina. The details of the offers are as follows:
 - Of the Four Competing States:
 - Highest Offer: \$87,800 Per New Job (NPV)
 - Lowest Offer: \$16,000 Per New Job (NPV)
 - Average Offer: \$66,400 Per New Job (NPV)
 - NC Current Incentives Proposal (JDIG + BIP)
 - Estimated Value: \$45,000 Per New Job (NPV)

6

Giving Back

Giving Back - Community Engagement - Hometown Solutions

- **Science and Math:** Works with elementary through graduate schools inspiring and preparing next generation engineers in STEM
- **Family Safety and Security:** Partners with National Center for Missing and Exploited Children and Safe Kids Worldwide for education purposes in reducing home-related injuries and personal safety
- **Habitat and Conservation:** Focused on a sustainable world, developed programs on habitat and ecosystem education with local schools
- **Housing and Shelter:** More than 24,000 employee volunteers have partnered with Rebuilding Together to repair 600 homes and non-profit centers in 52 communities
- **Humanitarian Relief:** Has a nonprofit organization fully funded by employees that is used when natural disaster strikes. **More than \$1M given to Hurricane Florence** . More than \$13.2M (employees) has been donated that was matched by the company

7

Rationale and Benefits

Rationale and Benefits

- **Positive Buzz** – 1st Fortune 100 relocation for Charlotte
- **Open Mind (Innovation)** – state of the art technologies that help other high growth industries
- **Workforce Dynamics** – headquarters will create diversity of Jobs
- **Millennial Magnet** – local corporate practice of heavy recruitment from UNC Charlotte and other local colleges and universities throughout the region
- **Open Book** – sharing technological innovation with many industries

8

Council Request

9

Questions & Answers

Conclusion

- Funds are not paid until investment is complete, property taxes have been paid, and jobs are created;
- 750 new jobs at an average wage of \$348,200;
- Partner County Match - State providing JDIG for \$32.5M;
- Council Action
 - Indicate an intent to approve the City's share of a 90% Business Investment Grant to Project Bee for a total estimated amount of up to \$17,139,557.
 - Total City/County grant is estimated to be up to \$46,021,575 for 15-years.
- Schedule
 - The Mecklenburg County Board of County Commissioners will be meeting in closed session November 7th

If Charlotte is selected, final action approving the grant estimated to be in an open session in December business meeting.