

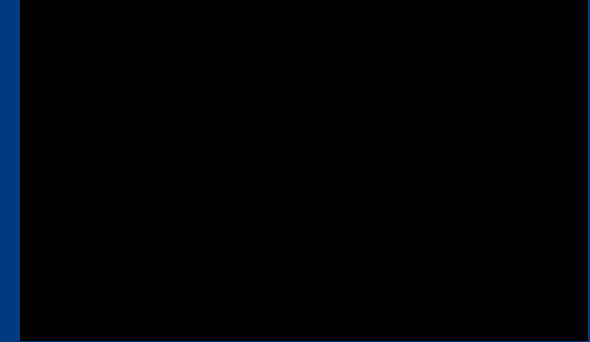


MECKLENBURG COUNTY
North Carolina

Business Investment Program (BIP) Grant

Public Hearing

Mecklenburg Board of County Commissioners
June 16, 2026





MECKLENBURG COUNTY
North Carolina



**CAPITAL
GROUP®**

Company Background



**CAPITAL
GROUP®**

- World's largest active fund manager
- Founded 1931
- 9,300 associates
- HQ in L.A. with offices in 15 countries
- \$3 Trillion + assets under management
- The Capital Group Companies, Inc. offers a range of products, including more than 50 mutual funds, known as American Funds®, as well as ETFs, separately managed accounts, collective investment trusts and high net worth investment services.

Project Details

INDUSTRY:
Financial Services

CAPITAL INVESTMENT:
\$90,000,000

JOBS CREATED:
600

JOB TYPES:
Software Developers, Data Scientists,
Investment Operations, Business Operations
Marketing, Corporate Functions

AVERAGE SALARY:
\$200,875



**CAPITAL
GROUP®**

The Capital Group Companies, Inc

Project Location



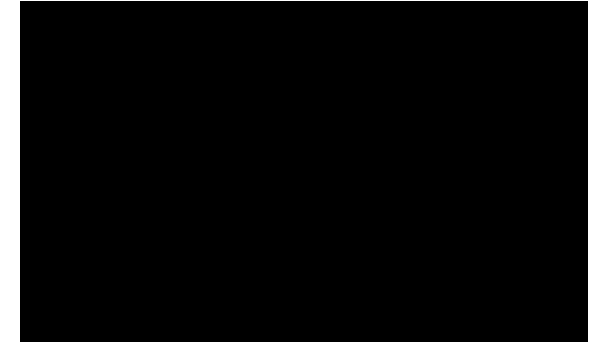
Proposed Location: 101 North Tryon Street

Submarket Name: Uptown

Commission District: 4

The Capital Group Companies, Inc

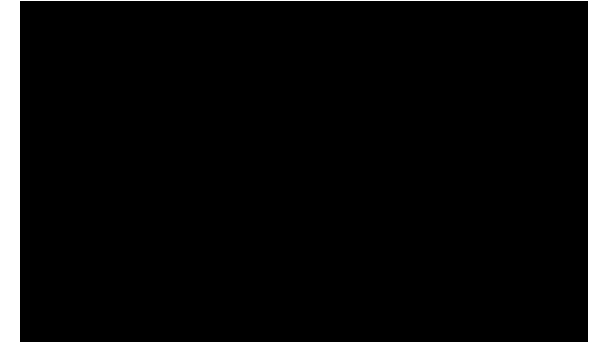
Project Incentives



Partner	Terms	Grand Total (\$90M)
County	3 years/50%	\$634,000
Charlotte	5 years/90%	\$1,038,565
State Incentives	12 years	\$17,173,500
NC Comm. College	5 years	\$1,080,000
TOTAL INCENTIVES		\$21,107,965

The Capital Group Companies, Inc

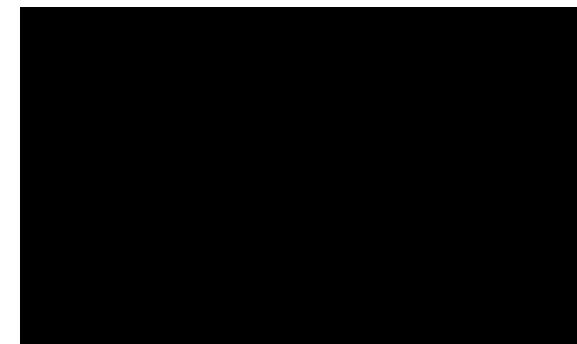
Project Incentives



Position	Hired Locally	Hourly Wage	SOC-Code	Annual Median	Percent of Med.
Data Scientists	30	\$210,000	15-2051	\$130,000	>100
Business & Financ'l Operations	40	\$220,000	13-1000	\$106,590	>100
Gen & Oper Mgrs	55	\$229,090	11-2021	\$161,820	>100
HR Specialists	30	\$180,000	13-1071	\$80,580	>100
Software Developers	30	\$230,000	15-1252	\$57,300	>100
Computer Occ., ALL OTHERS	185	\$220,000	15-1299	\$55,110	>100

The Capital Group Companies, Inc

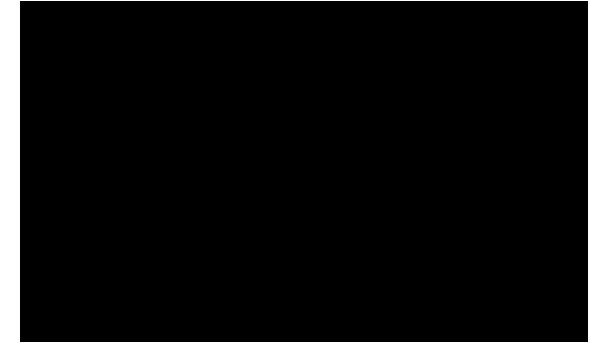
Project Incentives



Position	Hired Locally	Hourly Wage	SOC-Code	Annual Median	Percent of Med.
Info/Security Analysts	40	\$250,000	15-1212	\$41,720	>100
Finan. Invtmt Analysts	80	\$140,000	13-2051	\$53,030	>100
Writers & Authors	15	\$190,000	27-3043	\$33,840	>100
Mkt Res Analysts & Spec	20	\$160,000	13-1161	\$109,090	>100
Other Analysts	5	\$160,000	13-2051	\$109,090	>100
Financial Managers	10	\$230,000	11-3031	\$98,030	>100

The Capital Group Companies, Inc

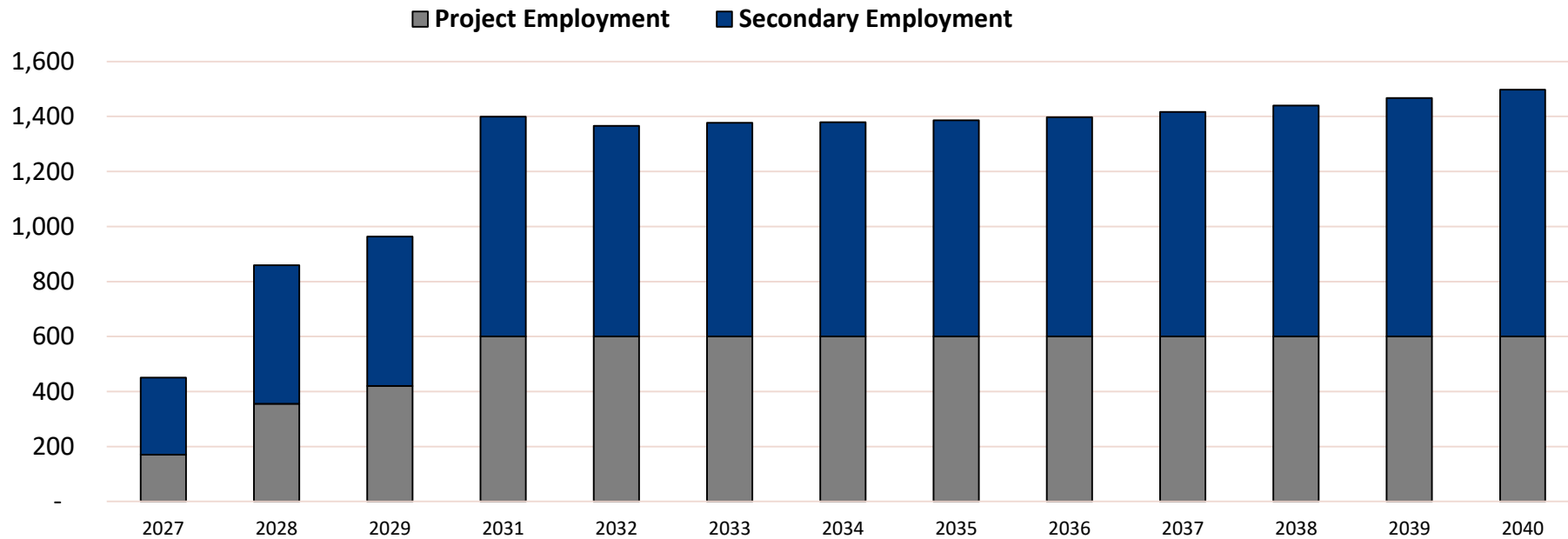
Project Incentives



Position	Hired Locally	Hourly Wage	SOC-Code	Annual Median	Percent of Med.
Account. & Auditors	30	\$160,000	13-2011	\$121,630	>100
Proj Mgmt Specialists	15	\$240,000	13-1082	\$107,150	>100
Compliance Mgrs	10	\$200,000	11-9199	\$103,170	>100
Pub Rel Specialists	5	\$190,000	27-3031	\$80,580	>100
					>100
TOTALS	600	\$200,875			>100

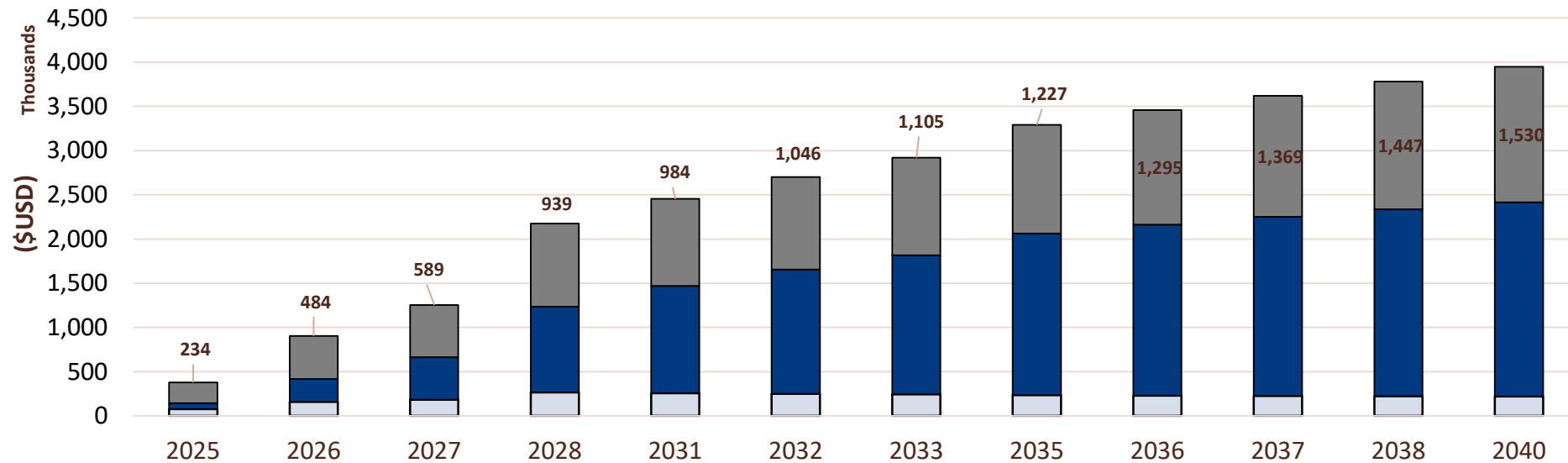
Project Impacts

- The Capital Group Companies, Inc. is expected to create an additional **766 jobs** (secondary employment) by the end of the 5-year grant term.



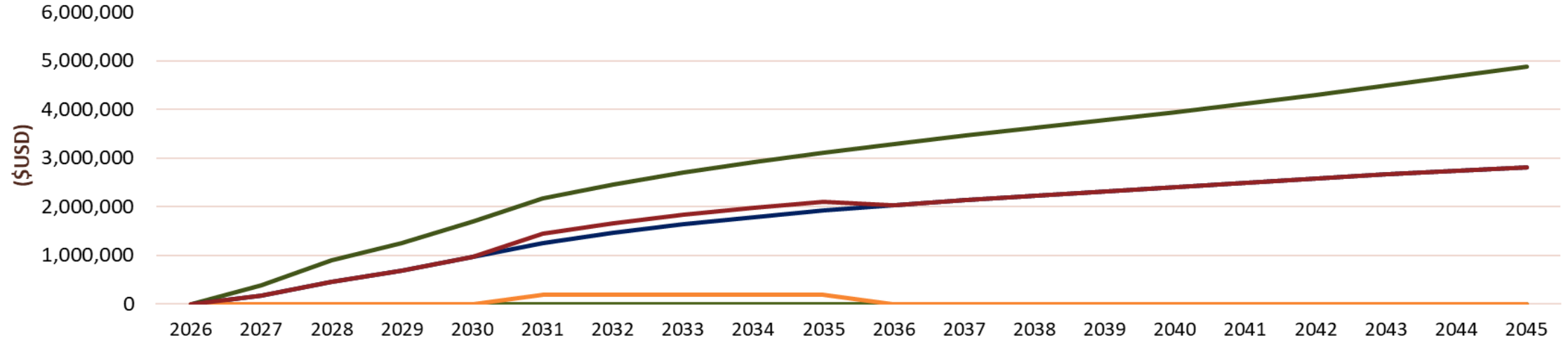
Project Impacts

- The Capital Group Companies, Inc. is expected to create an additional cumulative net of **\$6,608,000 in sales tax** revenue by the end of Year 5.



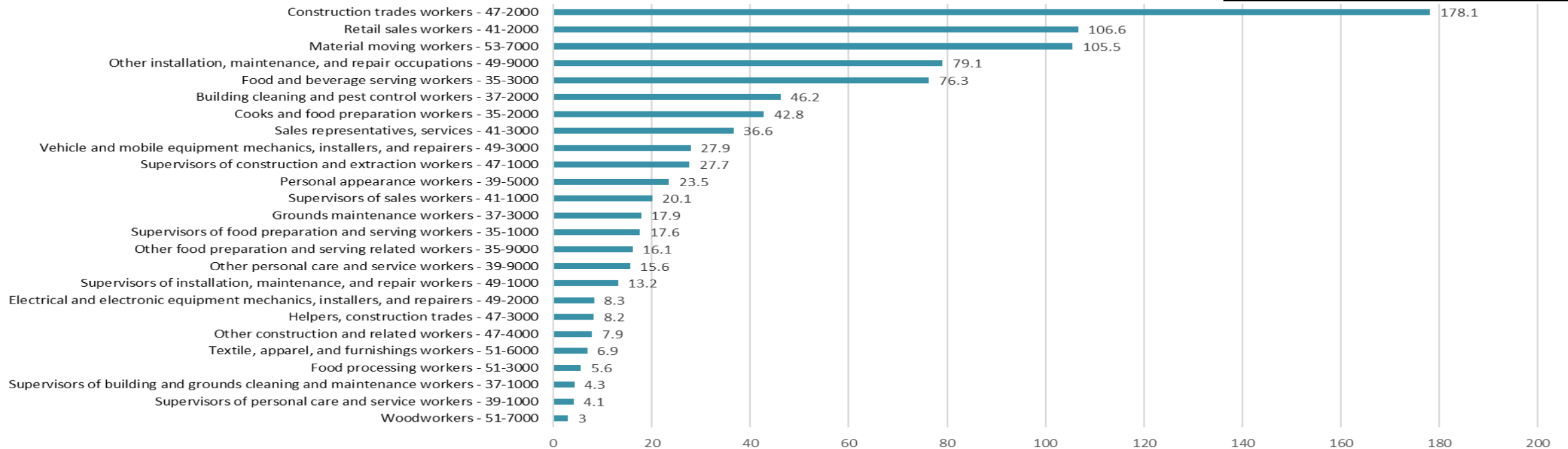
Project Impacts

- The Capital Group Companies, Inc. is expected to net the County \$1,008,657 in the final year of the grant term for a cumulative net of \$6,279,532 over 5 years.



Small Business Impact

- The Capital Group Companies, Inc. should create up to 895 small business jobs in the county by end of year 5.



Corporate Culture & Community Engagement

- The company offers a comprehensive list of benefits, including health, life/accident, disability, and dental insurance to full and part-time employees
- The company expects to utilize workforce partners to host hiring events locally
- The company has 25 employee resource groups: 87% of associates participate
- TSA stipend
- Partner with Bright Horizons for discounted daycare



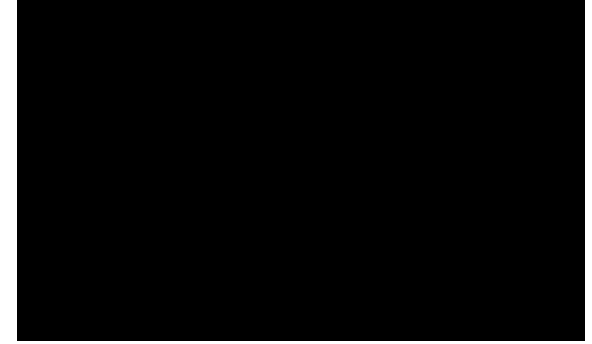
Corporate Culture & Community Engagement

- They have a tuition reimbursement policy (in conjunction with SoFi, up to \$12k/employee)
- Also offer \$200/mo. toward student loan repay.
- Do offer professional training, OTJ training, internships
- Hiring for many based on experience, not a college degree
- 7.7% total spend was with small and diverse suppliers
- Supported +5,000 non-profits

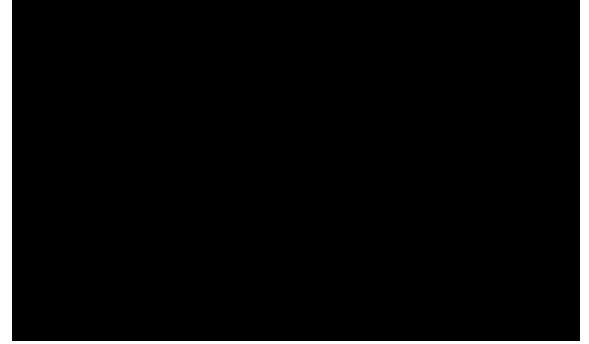


Corporate Culture & Community Engagement

- Invested in on-site solar generation & energy efficient facilities at 3 locations (6,535MWh)
- \$60.7 million, 140,000 hrs. and 10% of all serving on non-profit boards
- Host bee & pollinator habitats at 2 facilities
- They disclose greenhouse gas emissions
- As of 2024, six facilities have achieved LEED Silver
- Purchases renewable energy certificates matching electric consumption when on-site generation not possible.



BOCC Action



- **Requesting the Board of County Commissioners to vote and adopt a resolution to approve a 3-year, 50% Business Investment Program Grant to The Capital Group Companies, Inc., for a not-to-exceed amount of \$634,000 and to authorize the County Manager to negotiate and execute the contract.**
- Funds are not paid until the investment is complete, property taxes have been paid, and jobs are created and verified.



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