



# Memo

**To:** Richard Blackwell

**From:** Ed McCallum, Senior Principal

**Re:**

**Date:** 8/15/2012

McCallum Sweeney Consulting visited Oconee County and the Oconee County Economic Development Commission on May 1, 2012. This visit took part in partnership with the Upstate SC Alliance.

McCallum Sweeney is a highly-respected site selection and economic development consulting that provides insight on economic development strategy and also conducts site selection for clients.

At this meeting the following were present:

- Ed McCallum, Principal of MCSO
- Richard Blackwell, Ex. Dir. Of the OCEDC
- Russell Johnson, Project Mgr. Of the OCEDC
- Thelma Miller, Admin. Assit. Of the OCEDC
- Jim Alexander, Retiring Director of the OCEDC
- Hal Johnson, CEO of the UA

The meeting began at 2pm with a presentation conducted by Mr. Blackwell and Mr. Johnson. They gave an overview of Oconee County and its available industrial product inventory.

Upon conclusion of this portion of the visit, Mr. McCallum joined Mr. Blackwell and Mr. Johnson for a "window tour" of the following sites:

- Echo Hills Industrial Park
- Shell Building
- Golden Corner Commerce Park
- Propex

While in the car, Mr. McCallum was asked a number of questions related to the product, how to position them and some overall economic development strategy tips.

Mr. McCallum made some of the following suggestions for the County and the OCEDC:

- Oconee County is well-positioned along the I-95 corridor.
- "Dirt is not a site" – The County must move forward in getting the industrial parks to where they can be marketed to potential prospects.
  - Idea of moving forward with a \$10 million bond so infrastructure can be put in place (i.e. Sewer) and Phase I development of both parks conducted.
- The Echo Hills Industrial Park will show better when the entrance is constructed.
- The Shell Building is one of the best seen in this current economic development environment. What are the plans when this one is taken? Must continue to establish product to be competitive.
- Sewer to Golden Corner Commerce Park is a "must have".



- Propex property with rail is a great investment by the County. Move forward with developing this site as any rail served site in the southeast is an advantage. Suggested a feasibility study be done to get a feel for how much usable acreage is available at the site.
- Communities like Oconee have to establish product that is above grade to overcome logistical shortcomings. We will never be any closer to an airport, port, major city, our product must be better than the product that is closer.

After this window tour, Mr. McCallum presented to County Council in a workshop setting. Then members of the OCEDC hosted Mr. McCallum at a dinner.

Overall, Oconee County is prime for economic development success due to location and potential product. Stay the course in investing in economic development, both for investing in your team and establishing competitive product

# Historic building to receive new roof

BY CARLOS GALARZA

THE JOURNAL



FILE PHOTO

The building in Walhalla that houses the Economic Development Commission and Oconee Alliance is getting a new roof after more than 20 years.

WALHALLA — The historic building that houses Oconee's Economic Development office is finally getting a new roof.

Facilities Maintenance Director Lake Julian said Monday that little has been done to the building's roof since he joined the county in 2004. In the past year alone, several shingles have blown off, he said. "It's just worn out and they (Economic Development) have it in their budget to get it replaced," Julian said.

The Procurement Office recently released a request for qualifications (RFQ) to contractors interested in bidding on the job. A non-mandatory site visit for potential bidders to examine the premises is scheduled for Feb. 22.

According to the "Scope of Work" issued by the county, the contractor selected must remove and dispose of the current roof and install new roofing according to

specifications. Contractors' bids should include all equipment, materials and labor needed to do the job.

The deadline for submitting a quote is 2 p.m. March.

Thelma Miller, the Economic Development Commission's administrative assistant, said the building has had the same roof since she started working there 20 years ago.

Miller said the building was completed in the early 1900s and belonged to the Humphrey family who settled in Walhalla in the mid-1800s, according to historical records.

Prospective contractors are advised that the building will remain occupied during the project.

Julian said it's possible that the work could be completed in a day or two.

"It'll be a little annoying with the hammering going on," he said.

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## Top site consultant to tour Oconee

May 1, 2012 – 12:09 am

By CARLOS GALARZA, The Journal

WALHALLA — One of the top site consultants in the country will visit Oconee today to see first hand what the county has to offer companies looking to start, relocate or expand their business.

Ed McCallum of Greenville, S.C.-based McCallum Sweeney Consulting is scheduled to view three “products” Oconee is marketing — the \$1.5 million shell building at the Highway 11 Commerce Center, the Echo Hills industrial park site on Highway 11 and the Golden Corridor Commerce Park on Highway 59 in Fair Play.

Hal Johnson, the president and chief operating officer of Upstate Alliance, which promotes and markets the region for economic development opportunities, will accompany McCallum. New Economic Development Director Richard Blackwell will lead the tour.

The visit will culminate with a special County Council meeting at 4:30 p.m. to hear back from McCallum.

“He’ll be able to paint the picture of what it takes to be successful,” Blackwell said of McCallum’s presentation to council. “(Council) will get answers to all the questions they may have.”

Councilman Paul Corbeil is looking forward to the exchange with McCallum, who he called an “industry specialist.”

“He’s a great person to have on your side,” Corbeil said.

Corbeil said the special meeting takes greater significance because it comes as Blackwell is transitioning into the role of economic development director.

For council members, it is their first opportunity ask Blackwell questions in a public meeting since he joined county staff in early April. Blackwell was a top officer with the Upstate Alliance prior to taking the job in Oconee.

McCallum has 25 years of experience in the site selection industry, and major clients during that time include Boeing, Mitsubishi, Atlantic Marine, Caterpillar, BP, Mercedes-Benz and New Jersey Power & Light.

Also on the special meeting agenda is an update from Upstate Alliance Vice President Jennifer Miller.

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## Site guru: Oconee potential great; more needed to lure industry

May 2, 2012 - 1:00 am

By MIKE EADS, The Journal

WALHALLA — Oconee County apparently has good industrial potential, but that's about it for right now.

"I think you live in the Switzerland of South Carolina, but don't try to make (quality of life) your only selling point," said Ed McCallum, a site consultant with a long list of international clients, including Nissan, Boeing and Mitsubishi.

"Just having dirt isn't good enough. You need to have infrastructure; you need to have the due diligence done," he said.

McCallum, a partner in McCallum Sweeney Consulting of Greenville, spent Tuesday touring potential development sites with Upstate SC Alliance and Oconee County officials.

"I think you have identified some good properties, but from my perspective they're raw land," McCallum said.

Preparedness was the main thrust of McCallum's advice for the council. For sites to be ready for major manufacturers, they must:

- Have infrastructure (water, sewer, etc.) ready;
- Due diligence complete, i.e. environmental clearance, wetlands review and a full archaeological/historical vetting;
- A clean title ready or easily within reach.

"The idea is that within 60 days, I can start turning dirt," he said.

He likes the large shell building in Oconee County Industrial Park on SC 11 and believes the county could attract automotive industry suppliers and other manufacturers.

"That shell building is going to get you looks other people aren't getting," he assured the council. He called the 50,000-square-foot site "one of the best in the Southeast."

McCallum also urged the Oconee councilmen to think regionally and include the assets of surrounding communities — Clemson University, for example — in bids to attract new businesses to the area.

"Any sense you have of county boundaries or city boundaries, throw them out," he advised.

Richard Blackwell, executive director of the Onsear County Economic Development Commission, accompanied McCallum and echoed his sentiments about the building, as well as a few other sites.

"We're getting interest in Golden Corner Industrial Park from large users because there is ability to have a one-million-square-foot facility," said Blackwell. "That's what's getting the looks."

Golden Corner, located along a four-mile stretch of Interstate 85 at the south end of the county, is also slated to get sewer service in the county's 2013 budget.

Blackwell also touted the city of Seneca's partnership with the county to develop the former Propex site. In addition to the building, there is 100 acres out back served by a Norfolk Southern rail line and room for a 200,000-square-foot facility.

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