



**MINUTES**  
**OCONEE COUNTY COUNCIL MEETING**  
Special Meeting  
May 1, 2012

**MEMBERS, OCONEE COUNTY COUNCIL**

Mr. Joel Thrift, District IV, Council Chairman  
Mr. Paul Corbell, District I, Vice Chairman  
Mr. Wayne McCall, District II, Chairman Pro Tem  
Mr. Archie Barron, District III  
Mr. Reg Dexter, District V

Oconee County Council met at 4:30 PM in Council Chambers, 415 South Pine Street, Walhalla, SC with all Council Members [except Mr. McCall], Thomas L. Martin County Attorney, County Administrator Scott Moulder, Assistant Administrator Glenn Breed and Clerk to Council, Elizabeth Hulse present.

**Press:** Pursuant to the Freedom of Information Act, notice of the meeting, date, time, place of meeting and agenda were posted on the bulletin board at the County Administrative Offices, 415 South Pine Street, Walhalla, SC, and the County Council website [[www.oconeesc.com/council/](http://www.oconeesc.com/council/)]. In addition it was made available [upon request] to the newspapers, radio stations, television stations and concerned citizens.

Member of the press present: Ray Chandler – Anderson Independent & Mike Eads – Daily Journal.

**Call to Order:**

Mr. Thrift called the meeting to order at 4:30 p.m. Mr. Thrift turned the meeting over to Mr. Richard Blackwell, Economic Development Director who briefly reviewed the day's tour with representatives from the Alliance and Mr. McCallum.

**Upstate South Carolina Alliance Update / Mr. Hal Johnson, President / CEO**

Mr. Johnson addressed Council briefly regarding recent Upstate Alliance activities including marketing trips both within the United States and overseas. Lastly, Mr. Johnson introduced Mr. Ed McCallum highlighting his resume [copy filed with these minutes].

**Presentation from Mr. Ed McCallum / McCallum Sweeney Consulting**

Mr. McCallum addressed Council utilizing a PowerPoint presentation entitled "Prepared Communities Win" [copy filed with these minutes] highlighting the following areas:

- Being prepared and Understanding Economic Development
- The Business of Economic Development
  - Being Prepared
    - Understanding the Client's Screening Processes
    - Products, Sites, Sales & Marketing
    - Leadership & Strategic Planning
    - Infrastructure
    - Human Resources / Available Work Force
    - Taxes
    - Regional Approach & Community Assets

Mr. Barron questioned the need for "certified sites". Mr. McCallum stated that companies want "certified sites" so they can be assured of several key things: ownership and/or quick way to convey title, infrastructure on site or ability to convince client that it can be in place quickly, and that all due diligence is done.

Discussion followed regarding Oconee County's place in the process. Mr. McCallum noted that the county's shell building is one of the nicest in the state. He did note a need to develop the properties on hand including needed infrastructure to include; water, sewer, roads, etc.

Council thanked Mr. McCallum for his thorough and thoughtful presentation.

**Comments / Discussion with Oconee County Economic Development Director / Mr. Richard Blackwell**

Mr. Blackwell reviewed in more detail the day's tour with the site consultant to include Echo Hills, the Golden Corner Commerce Park, the shell building and the Propex site.

Mr. Blackwell also noted that work has begun to update the Economic Development Strategic Plan.

Discussion followed.

Mr. Thrift thanked Mr. Blackwell, the Economic Development staff and commission and the Alliance for a very productive day and presentation to Council.

**Other Business:**

None at this meeting.

**Adjourn:**

Mr. Thrift adjourned the meeting at 5:26 p.m.

Respectfully Submitted:



Elizabeth G. Hulse, Clerk to Council