



Professional Summary

Ed McCallum *Senior Principal*

Ed McCallum, a senior principal in McCallum Sweeney Consulting, provides site selection services and economic development consulting to companies and organizations worldwide.

Mr. McCallum's 22 years of experience in the site selection industry includes a myriad of industrial, headquarters, and warehousing site selection endeavors. Before starting McCallum Sweeney Consulting, Inc. in August of 2000, Mr. McCallum was the Managing Principal of Fluor's Global Location Strategies Group, having dedicated 14 years performing site selection and economic development consulting. Major clients included Mercedes-Benz, Navistar, Caterpillar, US Bioscience, Human Genome Science, Taiwan Semiconductor, Shell Chemical, Flowserve, Florida Power & Light, New Jersey Power & Light, and GAF Materials

Mr. McCallum has assisted clients in a wide variety of industries at McCallum Sweeney as well, from manufacturing to warehousing and distribution. Recent clients include Nordex, (wind energy), Zarges GmbH (wind energy), PACCAR (engine manufacturing), LM Glasfiber (wind energy), Austal (shipbuilding), Atlantic Marine (maritime transportation), BP (petrochemical spin off), Weil McLain (hydraulic heating), Boeing (aeronautics), Kasle Steel (steel blanking auto supplier), Mitsubishi (auto assembler), Tower Automotive (auto frame assemblies), Vought/Alenia (aircraft manufacturing), and International Shipholding Corporation (headquarters relocation).

Mr. McCallum has conducted siting projects in Europe, Asia, South America, Mexico as well as most regions of the United States and Canada. Specific experience includes location analysis, economic research, financial analysis, site evaluation, real estate negotiations, incentive negotiations, computer modeling and programming, strategy assessments, and marketing analysis. International experience includes project investigations in Mexico, the Netherlands, Caribbean, Czechoslovakia, Germany, Belgium, Austria, France, Luxembourg, Vietnam, Canada, Taiwan, Argentina, and the United Kingdom.

Mr. McCallum also provides consulting services to leading economic development organizations across the United States in such areas as strategic planning and organizational design, site certification, incentive strategies, and sustainable development strategies. He was responsible for designing and heading up Pennsylvania's Certified Sites program – known as "Select Sites™" and continuing with Phase II of the same program in a web enabled environment. In addition, he managed Tennessee Valley Authority's (TVA) automotive mega-site certification program within the entire TVA service territory and helped Duke Energy with comprehensive mega-site identification for the automotive industry and a site qualification program for select target-market industries. Due to the TVA mega-site program, PACCAR, Toyota, SeverCorr, and Volkswagen, and Hemlock Semiconductor have invested within TVA's service territory.

Mr. McCallum has a Masters in City and Regional Planning from Clemson University and a Bachelor of Business Administration from James Madison University. Mr. McCallum received an athletic scholarship to Indiana University and later a vice-presidential appointment to the United States Air Force Academy while serving active duty.



Professional Summary