



Professional Summary

Mark Sweeney

Senior Principal

Mark Sweeney is a senior principal in McCallum Sweeney Consulting (MSC), providing site selection services and economic development consulting to companies and organizations worldwide. Recent MSC clients include Sallie Mae, Nordex, PACCAR, Berg Pipe, Cytex Materials, Boeing, Oreck, Nissan, and Michelin.

With more than 20 years of experience in site selection and economic development, Mr. Sweeney assists companies in identifying, evaluating, and selecting the optimal location for their capital investments. Such projects cover a wide array of related factors, including sites, infrastructure, transportation, labor and demographics, state and local taxes, utility services, incentives, etc.

Mr. Sweeney also provides consulting services to leading economic development organizations across the United States in such areas as strategic planning and organizational design, site certification, adaptive reuse, target industry programs, incentive strategies, and sustainable development.

Mr. Sweeney has assisted clients in a wide variety of industries, from automotive manufacturing to software development and internet services. Recent clients include Sallie Mae (credit operations center), Nissan (headquarters; auto assembly; engine; distribution), Michelin (tire and rubber manufacturing distribution), Dollar General (distribution); and Oreck (headquarters; appliance manufacturing). Of particular note are the Nissan headquarters relocation from Los Angeles to Nashville, Tennessee (November 2005) and the Nissan auto assembly project that announced in Canton, Mississippi (November 2000). Mr. Sweeney has conducted siting projects in Europe and Asia as well as most regions of the United States. Economic development clients include the Tennessee Valley Authority (TVA); Southern California Edison; and Duke Energy; the States of Oklahoma and Tennessee; and Alexandria, Louisiana; Topeka, Kansas; and Macon, Georgia.

Mr. Sweeney spent more than five years at the South Carolina Department of Commerce, serving as Director of Research and Communication. There, he directed departments providing project management support, information management (including world's leading economic development application of Geographic Information Systems), and communications. Mr. Sweeney was also one of the authors of *Approaching 2000 – An Economic Development Vision for South Carolina*, a state strategic plan for economic development.

Mr. Sweeney has a Masters in Business Administration from Clemson University and a Bachelor of Science from Appalachian State University. In addition, Mr. Sweeney was a recipient of a Murphy Fellowship for graduate work in economics at Tulane University. He lives in Greenville, South Carolina.



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