

**MINUTES**  
**JOINT CITY/COUNTY COUNCIL MEETING**  
**TUESDAY, SEPTEMBER 20, 2011**  
**6:00 PM**

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{Summary minutes of City Council meeting. Audio tapes of the meeting are on file and are included by reference as part of this meeting. An agenda of this meeting has been either mailed or made available to persons, organizations and local news media as per their request. The agenda gives the date, time and place of the meeting as well as the order of business. This disclosure is in compliance with the South Carolina Code of Laws of 1976, Section 30-4-80 (e).}

A Joint City/County meeting was held on September 20, 2011 at 6:00 PM at the City Municipal building with the following present:

**CITY COUNCIL:** Mayor Harold Thompson, Mayor Pro Tem Keith Henderson, Councilmembers Tommie L. Hill, Sr.; Robert Garner; Ricky T. Harris; Orangelow Ruff and Andy Bailey.

**COUNTY COUNCIL:** County Supervisor Tommy Sinclair, Councilmembers Tommy Ford; Ben Ivey; Dora T. Martin-Jennings; Randall Hanvey and Kacie Petrie.

**CITY ATTORNEY:** Billy Whitney

**DEPARTMENTAL STAFF:** Gloria Rogers – Municipal Clerk/Personnel Director; Sam White, - Public Safety Director; Perry Harmon – Public Service Director; Walker Gallman – Finance Director; Joe Nichols – Utility Director, Laura Hembree – Accounting Supervisor and Mike Petrie - Maintenance Shop Director.

**NEWS MEDIA:** Steve Ramsey – WBCU, Graham Williams – Union County News and Charles Warner – Union Times.

**OTHERS:** Andrea-Powell Baker, Hal Johnson, Mickey Gist, Curtiss Hunter, James Hunter and Ben Powles.

Mayor Thompson called meeting to order.

**A. JOINT PRESENTATION TO CITY COUNCIL AND COUNTY COUNCIL**

Hal Johnson of Upstate Alliance presented a summary of the 2010 activities for Upstate Alliance marketing efforts. Activities were as follows for 2010: 202 Upstate Overview Presentations; 36 Requests for Information; 41 Company Visits generated; 10 Trade Shows and/or Conference attended; 5 Events hosted in the Upstate; 10 Mission Trips Conducted and 3,017 Companies called which led to direct 4 projects.

Andrena Powell- Baker, Union County Development Board Director, addressed City/County Council. She discussed marketing strategies and marketing efforts. Since January 2011, the Development Board has received 32 Request for Information. These requests were for either a building or a site.

Mr. Johnson continued his presentation with explaining the 6 Strategic Initiatives that County Council and Union County Development Board have implemented. The Union County Development Board Director has asked the Upstate Alliance to continue to work with County Council and the Union County Development Board to help facilitate the Strategic Initiatives. After his presentation, Mr. Johnson asked if there were any questions.

County Councilmember Ben Ivey asked Mr. Johnson what should Union leaders tell prospects when they inquire about Union County or seeking information about a building in Union County. Mr. Johnson states that there are rules in economic development. Before you conduct business with people, you have to do several things. The first thing is that all leaders in this meeting must be on the same page, they have to have a plan, know where they want to go and how are they going to get there. Mayor Pro Tem Henderson asked Mr. Johnson what would be the one specific thing to tell prospects in order to attract industries. Mr. Johnson states that the thing to do would be to change the attitude of the community such as have a great story to say about your community.

Councilmember Ruff commented on SEDC Young Professional Event that Upstate Alliance will host November 3-4. She suggests getting high school students involved. Mr. Johnson states that is an excellent idea to groom students for the future.

**B. ADJOURNMENT**

**MOTION** by County Supervisor Tommy Sinclair to adjourn.  
**SECOND** by County Councilmember Martin-Jennings.  
**CARRIED UNANIMOUSLY.**

The Joint City/County Council meeting adjourned at 6:39 P.M.

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Gloria J. Rogers, Municipal Clerk

Minutes approved \_\_\_\_\_ 2011