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attention to: Gov. NIKKI FALUY

company: STATE of SC

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date: MAR 23, 2016

from: WAT. DAHLGREN

company: GOVERNORS OFFICE

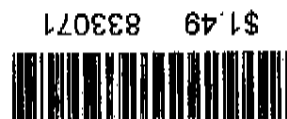
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March 21, 2016

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To: The Honorable Nikki Haley

Governor of South Carolina

From: Walt Dahlgren Ph 864-313-7263

Subject: Plans to sell State – owned real estate ... An inquiry.

I read recently you had a realtor firm in Columbia inventory State owned real estate being held in all State Agencies. This inquiry is to ask about your plan to sell these properties.

First, may I suggest this was a very good effort on your part. I tried to get this done during the Sanford Administration. I wrote Governor Sanford about a plan to market the properties, but soon learned the "State" did not know who had control over millions of dollars of their real estate. (An example, I inquired about the Sanctuary Pointe acreage on Lake Hartwell and had to follow up numerous times before it was found in the inventory of the PRT.)

I finally received topos from a State Architect and personally drew up a golf course, Hotel Conference Center, Campground, retail center and homes that I felt would be a great complex for folks to visit and see upon coming into our State. (Actually, a concept was developed in the early 70's which I had not seen. Presently, the main things our visitors on I-85 see are the fireworks stores and "Big Red" at Exit 3 ... I could not believe Oconee County let that building be built there.)

An add-on to the Sanctuary Pointe project ... after spending many hours and some expense to offer a design to the PRT, I never received information when they sent out RFP's for bids and proposals a year later. I learned about the effort a day before bid closing. ... I understand the Project is still on "Go", and feel it will be good for the State, if not too pricey. My plan was to develop it through a non-profit to keep the costs low for public use.

Back to my primary interest in writing ... When I suggested to Gov. Sanford that the State sell surplus properties, I offered a plan to encourage many Realtors across the State to help sell them. But, the Administration gave a listing to one of the larger Companies in Columbia and I don't think it worked out too well. I hope you don't use the same approach. We still have an excellent plan to market and sell these properties statewide and would like an opportunity to bid this concept. My firm, McDaniel & Co., is a smaller company based in Spartanburg and Greenville. We work with properties in North and South Carolina and have done many things the larger firms would never consider without compensation.

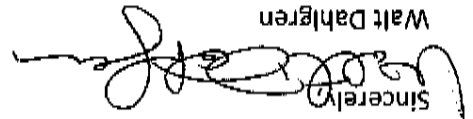
For example, we created the movement that got Act 388 and the Constitutional Amendment on re-assessment caps passed (with 69% of 1.0 million votes), and the elimination of the grocery sales tax. (these have created approx. 1 Billion dollars in tax savings for our citizens every year since 2006 ... and

would have been more if the Chamber, Business, Rental property owners, and 2<sup>nd</sup> home lobbies had been supportive... We had a proposal for tax relief for them also). It was interesting that a friend who was one of the top lobbyists in the State at the time told me in private one day that many of them were in full support of our efforts, but could not go public... Within 6 months, we built a support e-mail base of over 250,000 followers at a time when social media was in its infancy. You and the AFP have done extremely well for our State in recent years using expanded techniques.

Only one Realtor in the entire State helped us (Emerson Read ... whom I asked to head the Campaign from Charleston because of the funding sources he had access to in the area ...) It was a unique effort for several of us who didn't participate in the political arena. Another project that no other Realtors undertook was the arrangement for sewer for the Hwy 290 corridor in Spartanburg County (2 years of our effort), without which the new Toray Fibers Plant in Moore may not have come to the area ... The sewer lines now there are leading to major new future development of that corridor. We initiated that effort and got the land for the sewer treatment plant donated to the local Sewer Authority for the whole project.

I won't bore you with other significant projects we have proposed or are working on, but would like to ask that you give us a chance to talk on coordinating this selling effort of State surplus real estate. I can assure you we will get many Realtors across the State involved and give them all an opportunity to help and receive commissions for their work, not just benefits for one large firm in Columbia.

Thank you for your excellent work and leadership of our State.

Sincerely  


Walt Dahlgren  
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