

**Will C. Culler**  
**Research Associate**  
**Clemson University**  
**E.D.A. University Center**

Office address:

900 Clemson Road  
P.O. Box 23205  
Columbia, SC 29224

Education:

South Carolina State University, **M.S.** Agribusiness, 1999  
Clemson University, **B.S.** Community and Rural Development, 1995

Work Experience:

2004–Present    Clemson University

**Research Associate**

**Community Development Agent**

- Develop and deliver new educational and capacity building programs
- Conduct Economic and Community Development (ECD) research projects
- Work with other CU researchers, agents and specialists to provide our extension agents and their clientele with the most current solutions to ECD problems

1998–2004    Financial Services Industry

First Palmetto Savings Bank    Columbia, SC    2002-2004

Bank of America    Columbia, SC    1998–2002

**Assistant Vice President**

- Implemental in finding over \$20 million in commercial credit needs
- Active community leader through business development efforts
- Successfully strengthened our relationship with various multi-million dollar commercial clients through research and comparative analysis
- Managed a staff of six while meeting branch credit goals
- Successfully built a team of employees into a highly productive staff, raising branch deposits from \$3 million to over \$7 million in the first six months.

Recent Accomplishments/Honors:

- **FastTrac Small Business Training Program**, Kauffman Foundation FastTrac Certified Facilitator for its NewVenture, GrowthVenture, FirstStep and TechVenture Programs as well as a FastTrac Certified Administrator. Currently Working with FastTracSC toward delivering FastTrac to Rural South Carolina Counties. Have Co-Facilitated FastTrac classes in coalition with Midlands Technical College. Working with the Barnwell County Business Incubator, conducted a FastTrac Growthventure class in Barnwell, South Carolina.

- **Laurens County Beautification Commission**, Serving as mentor, obtained funding for various projects through a South Carolina Palmetto-Pride \$2,500 signage grant, Palmetto-Pride \$2,500 video camera grant
- **Conducted a Small Business Development Workshop in Union County**
- **Led a Youth Leadership Training class for three semesters in Newberry County, Mid-Carolina Middle School**
- **Conducted a Strategic Planning Workshop for the Union County Tourism Commission**
- **Attended the 2006 National Business Incubation Association Annual Meeting**, Currently involved in Feasibility studies of Business Incubators in South Carolina
- **President of Columbia Civitan Club, 2005-2006**
- **Alpha Zeta National Agriculture Honors Fraternity, 1993-present**