

**CLEMSON UNIVERSITY
AGRIBUSINESS DEVELOPMENT CENTER**

POSITION: Director, Associate/Full Professor and Extension Specialist, Agribusiness Development Center (ADC), Department of Applied Economics and Statistics, Clemson University, Clemson, SC.

LOCATION: Clemson University Institute for Economic and Community Development (CIECD) at the Sandhill Research and Education Center, Columbia, SC.

RESPONSIBILITIES: The Department of Applied Economics and Statistics and CIECD invite applications for a tenure-track faculty position in Agribusiness Development. The position is a 12-month appointment with 90% extension and 10% research responsibilities.

The Director will be an economist with leadership skills and specialized training and/or experience in entrepreneurship, business or agribusiness management, agribusiness marketing and/or finance or economic development. Ability to generate grant and contract supported activity is an important element. The Director will be expected to coordinate resources needed to support a variety of relevant projects. The director will work closely with faculty within the Department of Applied Economics and Statistics. Potential collaborators also include the Clemson University Spiro Institute for Entrepreneurial Leadership, agribusiness centers throughout the southeast and the rest of the U.S. and the EDA University Center in the Department of Applied Economics and Statistics, which is jointly housed on-campus and at the Clemson Institute for Economic and Community Development. ADC will provide leadership to and support of the agribusiness cluster of the SC Council on Competitiveness. In addition, the director will work closely with county Extension faculty to develop strong relationships with local and regional development boards and local agribusiness to develop initiatives throughout South Carolina.

The ADC Director will be committed to supporting the growth of South Carolina's economy through new, expanded and improved processing and marketing of agricultural, horticultural, aquaculture and forestry products and improved management of business resources.

The ADC has the following multi-faceted mission and objectives: 1) ADC will provide timely assistance to agricultural organizations, entrepreneurs, companies and local and regional development boards in researching and implementing new ideas and enterprises that will improve the agricultural economy. 2) ADC will build relationships between agricultural organizations, agribusiness leaders, economic development professionals, and the scientific community to create new economic development through value-added agribusiness opportunities; and 3) data collected by the ADC will be used in teaching, research and Extension activities within the Department of Applied Economics and Statistics to provide real-world learning experiences for students and valuable information for agribusiness managers.

Opportunities to achieve these objectives can be found through appropriate feasibility analysis and business plan development or other studies that support value-added food and fiber businesses especially with an emphasis on industries with high growth potential. Business and agribusiness industries can also be supported through market analysis, promotion evaluations and

market needs assessments. The director should also have a sufficient understanding of economic impact analysis to evaluate and coordinate studies conducted in cooperation with Clemson faculty and possible other resources. Finally, ADC will conduct analysis related to policy issues in South Carolina agriculture and provide that information to relevant decision makers.

The Director of ADC will also coordinate the Agribusiness Management Program currently being conducted in SC. This program provides business management and marketing information, education and support for farmers and agribusinesses.

ADC will provide opportunities for undergraduate and graduate students to participate in appropriate research and outreach efforts.

The successful applicant is expected to work closely with faculty, students, Extension agents, and agribusiness leaders. Travel throughout the state and region is expected to promote agribusiness economic development programming.

MINIMUM QUALIFICATIONS: Ph.D. in economics or agricultural economics. Experience in Extension educational programming preferred and/or relevant outreach experience.

THE DEPARTMENT AND INSTITUTE: The department consists of 29 full-time faculty engaged in teaching, research, and Extension activities. Five department faculty members work in economic and community development. In addition, six departmental faculty members specialize in agricultural marketing, agricultural finance, and farm and agribusiness management. The Clemson University Institute for Economic and Community Development at the Sandhill REC consists of 11 staff members. The goal of the Institute is to help South Carolina communities manage the intricacies of economic development, community development, and environment conservation.

AREA: Clemson University is one of two land-grant universities in South Carolina. It is located in the northwestern part of the state in the foothills of the Blue Ridge Mountains. The Clemson Institute for Economic and Community Development is located in suburban Columbia, SC at the Sandhill Research and Education Center (2.5 hours from Clemson). Columbia is the state capital and is located in the center of the state within a two-hour drive of both Atlantic beaches and the Blue Ridge Mountains.

APPLICATION DEADLINE: Review of applicants begins October 15, 2007 and continues until a suitable applicant is found.

APPLICATION PROCEDURES: Submit a letter of application including a resume, transcripts, and three letters of reference under separate cover to Gary Wells, Chair, Agribusiness Development Search Committee, Department of Applied Economics and Statistics, 272 Barre Hall, Clemson University, Clemson, SC 29634-0313. Email to: gjwells@clemson.edu.

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