



**Tony Banks** has served for more than 15 years in his current position. He specializes in producer trainings, surveys, and workshops. In the past four years he has facilitated strategic discussion of market conditions among fresh produce market stakeholders in southwest VA; assisted cooperatives with feasibility studies and the creation of business plans; mentored small businesses during their formation by assisting them in the solution of by-law creation issues; assisted in creating a strategic plan for the Virginia Wine industry; and helped organize three cooperatives. Mr. Banks has created and analyzed eight producer and marketing surveys since 2007 reaching more than 20,500 respondents. Mr. Banks has over 20 years experience in grant solicitation, grant and project management. He also has expertise in dealing with agricultural value-added development projects, emerging markets and direct marketing.

Previously, Mr. Banks managed several environmental programs and grants for the VA Department of Conservation and Recreation, and worked for a wholesale/retail fertilizer and farm supply firm. Mr. Banks has earned a B.S. in Agronomy and Agricultural Economics from Virginia Tech University.