



Tony Banks specializes in producer trainings, surveys, and workshops. In the past three years he has facilitated strategic discussion of market conditions among fresh produce market stakeholders; assisted a cooperative with feasibility studies and the creation of business plans, mentored producer groups through the tricky problem solving issues of by-laws creation as they were legally forming; assisted in creating a strategic plan for the Virginia Wine industry. Mr. Banks has created and analyzed 8 producer and marketing surveys since 2007 reaching more than 20,500 producers. He has helped organize 3 cooperatives during that period. He also deals with agricultural value-added development projects he has be a past USDA reviewer of the VAPG grant and has authored many successful applications.

Previously Mr. Banks managed several environmental programs and grants for the VA Dept. of Conservation and Recreation for over six years. Mr. Banks worked for a wholesale/retail fertilizer and farm supply firm after earning a B.S. in Agronomy and Agricultural Economics from Virginia Tech.