



# Michael J. Doherty

CONSULTING BUSINESS  
DEVELOPMENT MANAGER

As a consulting Business Development Manager for DIS Mike is responsible for developing relationships with current and prospective clients, proposal writing, closing contracts, post project follow-up, and monitoring Requests for Proposals (RFPs).

Mike served as Senior Economist and Policy Analyst at the Illinois Farm Bureau from 2004 to 2023. In addition, he also served as the Executive Director of the Illinois Wheat Association from 2018 to 2023.

In his previous roles, Mike was responsible for research and policy analysis of agricultural production, income, and marketing systems. He provided analysis of external research projects, government policies, proposed legislation, biofuels markets, and other factors affecting the profitability of agriculture. Mike has provided monthly economic outlooks on the RFD radio network, quarterly outlooks on the Illinois farm economy to the IAA board and quarterly outlooks on McLean County's economy at Economic Development Council luncheons. He has been quoted in publications such as the Wall Street Journal and Crain's Chicago Business and has been interviewed regularly on radio and television news programs for his insight on the Illinois agricultural economy.

Before joining IFB, Mike developed and led a statewide program of business planning, marketing, and financial analysis to value-added agriculture business ventures for USDA Rural Development in Illinois, Indiana, and the Carolinas. Prior to his experience with USDA-RD, he was a research associate in the Department of Economics at North Carolina State University and an educator for the North Carolina Extension Service.

## EDUCATION

### **Illinois State University**

Bachelor of Science  
Economics

### **Clemson University**

Master of Science Agricultural  
Economics

## AREAS OF EXPERTISE

- Business and Association Management
- Economic Developments
- Value-added Startups
- Marketing Analysis
- Policy Analysis



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