

Kansas Department of Agriculture To Host Educational Seminar

In a world of expanding international opportunities, many Kansas farms, ranches and agribusinesses are beginning to explore exporting as an additional source of income. The Kansas Department of Agriculture (KDA) is working with Kansas farms, ranches and agribusinesses to acquire the necessary tools and knowledge to become a competitive force in global markets. KDA's agricultural marketing division will partner with the U.S. Food Export Association of the Midwest and host an exporting seminar in Olathe August 20.

This event will provide farms, ranches, agribusinesses and food companies the opportunity to learn about export basics, have export-related questions answered by professionals, find potential international buyers for their products and more.

"Kansas companies are finding that the export market can be a good option for growing their businesses. We have seen a 64% increase in Kansas agricultural exports since 2003," said J.J. Jones, Kansas Department of Agriculture international trade director, referencing data from USDA Foreign Ag Service. "This educational opportunity will provide valuable resources to help businesses explore new opportunities and gain a better understanding of the process involved to deliver products into a foreign market."

"The Best Ways to Get Started in Exporting," is geared for Kansas food processors who want to learn about what it takes to become successful when exporting products. The all-day training will include developing export readiness skills, learning about export shipping and documentation, and navigating free trade agreements, among other useful topics.

When a business begins exporting products, it gains access to a new, large group of consumers and it benefits the U.S economy. According to the Food Export Association of the Midwest, for every one billion dollars in agricultural exports, the U.S benefits about 12,000 American jobs.

The registration fee to participate is \$50. To learn more about this seminar or to register for the event click [here](#) In addition, questions can be directed to the KDA International Trade Director, J.J. Jones at (785) 215-5114 or at JJ.Jones@kda.ks.gov.

Businesses are encouraged to sign up at the Food Export Association of the Midwest website by August 13.