Register Today:
Mail or fax this form, or register online at www.fapc.biz/basictraining.html.

Oklahoma State University
Robert M. Kerr Food & Agricultural Products Center
148 FAPC
Stillwater, OK 74078-6055

Registering fee is not tax deductible. Cancellations must be received by the Robert M. Kerr Food & Agricultural Products Center

My check, payable to the OSU Foundation, of $ is enclosed.

Indicate month attending:

E-mail: Phone:
Address: City:
Company:
Name:

Signature:
Expiration Date:
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Mail or fax this form, or register online at www.fapc.biz/basictraining.html.

Registering fee is not tax deductible. Cancellations must be received by the Monday prior to the workshop or a $25 cancellation fee will apply. Registration fee is not tax deductible. Cancellations must be received by the Monday prior to the workshop or a $25 cancellation fee will apply. Registering fee is not tax deductible. Cancellations must be received by the Monday prior to the workshop or a $25 cancellation fee will apply.
Your friends tell you your salsa is the best they ever tasted. Your grandmother’s bread is the hit of every social gathering. You think about selling your food product, but do not know where to begin.

The fact is, perfecting a product is only one step in starting a food business. Production, marketing and regulatory requirements can seem overwhelming to the entrepreneur.

Specialists at the Robert M. Kerr Food & Agricultural Products Center are here to help you determine where you are, where you want to be and the steps required to get you there.

While there is not a specific food business-starting formula, there are some common topics every potential food processor should consider, such as:

- How much up-front capital will I need?
- What regulations apply to me?
- How can I get my product to customers?
- When should I expect my business to make money?

The FAPC helps entrepreneurs discover, develop and deliver technical and business information that stimulates and supports the growth of value-added food and agricultural products processing.

**Unlocking Your Potential**

The FAPC offers an interactive workshop that helps participants address issues through business planning assistance, market identification, strategies and an explanation of food processing regulations. Small-group exchanges and guest speakers from government and industry assist in relaying information in each area.

Basic Training participants also will learn about technical assistance available to individual companies from the FAPC, including product testing and evaluation, process scale-up, pilot processing, engineering and analytical services.

**The Topics**

- Planning your business
- Health regulations
- Product and market evaluation
- Labeling and UPC codes
- Patents and trademarks
- Processing and co-packing
- Liabilities and legalities
- Assistance available to entrepreneurs

**Other Workshop Features**

- Video about the state-of-the-art FAPC facilities and the services offered
- Featured luncheon speaker from industry
- Discussion with FAPC faculty and staff and state program officials

**The Workshop**

- Every third Thursday in the months of February, April, June, August and October
- 8:30 a.m. to 4:30 p.m.
- $150 registration fee includes workshop materials cost, lunch and refreshments