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

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

Name: ____________________________
Company: ____________________________
Address: ____________________________
City: ____________________________ State: __________ Zip: __________
Phone: ____________________________ E-mail: ____________________________
Indicate month attending: __________
February ☐ March ☐ April ☐ May ☐ June ☐ July ☐ August ☐ September ☐ October ☐ November ☐ December ☐

My check, payable to FAPC, is enclosed. ☐ I will pay at the door.

Cancellations must be received by the Monday prior to the workshop or a $25 cancellation fee will apply. Cancellations may be paid by cash or check. Please make checks payable to:
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*The $150 registration fee is payable by cash or check. Cash may be accepted at the door. Please make checks payable to Robert M. Kerr Food & Agricultural Products Center. *Cancellations must be received by the Monday prior to the workshop or a $25 cancellation fee will apply.

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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 Workshop
• Every third Thursday in the months of February, April, June, August and October
• 8:30 a.m. to 5 p.m.
• $150 registration fee includes workshop materials cost, lunch and refreshments

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

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