

# BASIC Training



ROBERT M. KERR  
Food & Agricultural  
Products Center

**Register Today:** Mail or fax this form, or register online at [www.fapcc.biz/workshops/basictraining](http://www.fapcc.biz/workshops/basictraining).

The \*\$200 registration fee is payable by cash, check or online (Visa or MasterCard). Cash may be accepted at the door; however, a \$25 deposit is required to hold your spot. Please make checks payable to:

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

To register and pay online, or for more information about the training, please visit [www.fapcc.biz/workshops/basictraining](http://www.fapcc.biz/workshops/basictraining).

\*Cancellations must be received by the Monday prior to the workshop or a \$25 cancellation fee will apply.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Indicate month attending:  February  April

June  August  October

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

*\$25 deposit required to hold spot.*

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



# BASIC TRAINING

for food entrepreneurs

## The Beginning

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.

## The Facts

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?



ROBERT M. KERR  
Food & Agricultural  
Products Center

## One-of-a-Kind Services

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

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 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
- Registration: 7:45 a.m., Workshop: 8:15 a.m. to 5 p.m.
- \$200 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

**Robert M. Kerr Food & Agricultural Products Center**  
Division of Agricultural Sciences and Natural Resources  
148 FAPC - Oklahoma State University  
Stillwater, OK 74078-6055  
405-744-6071 | FAX 405-744-6313  
[www.fapc.biz](http://www.fapc.biz) | [fapc@okstate.edu](mailto:fapc@okstate.edu)



Oklahoma State University, in compliance with Title VI and VII of the Civil Rights Act of 1964, Executive Order 11246 as amended, and Title IX of the Education Amendments of 1972 (Higher Education Act), the Americans with Disabilities Act of 1990, and other federal and state laws and regulations, does not discriminate on the basis of race, color, national origin, genetic information, sex, age, sexual orientation, gender identity, religion, disability, or status as a veteran, in any of its policies, practices or procedures. This provision includes, but is not limited to admissions, employment, financial aid, and educational services. The Director of Equal Opportunity, 408 Whitehurst, OSU, Stillwater, OK 74078-1035; Phone 405-744-5371; email: [eeo@okstate.edu](mailto:eeo@okstate.edu) has been designated to handle inquiries regarding non-discrimination policies; Director of Equal Opportunity. Any person (student, faculty, or staff) who believes that discriminatory practices have been engaged in based on gender may discuss his or her concerns and file informal or formal complaints of possible violations of Title IX with OSU's Title IX Coordinator 405-744-9154.

Issued in furtherance of Cooperative Extension work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture, Director of Oklahoma Cooperative Extension Service, Oklahoma State University, Stillwater, Oklahoma. This publication is printed and issued by Oklahoma State University as authorized by the Vice President, Dean, and Director of the Division of Agricultural Sciences and Natural Resources and has been prepared and distributed at a cost of \$1,192.50 for 2,000 copies.0317 MG