



Export Resource Guide

The Kansas Department of Agriculture is devoted to the total support of agriculture in Kansas. While we must fulfill our statutory obligations, the department is dedicated to providing support and assistance to make Kansas farms, ranches and agribusinesses successful and help them grow if that is their desire. The following listed resources are provided as a service to Kansas businesses to help them grow internationally. If your business has questions on importing/exporting, contact Suzanne Ryan-Numrich, international trade director, at Suzanne.Numrich@ks.gov or 785-564-6704.

Resource	Description
Kansas Department of Agriculture — Certificate of Free Sale agriculture.ks.gov	Many countries require a Certificate of Free Sale, sometimes called a "Certificate for Export" or "Certificate to Foreign Governments." The certificate is an assurance that the products listed on the certificate are eligible for export and approved by the regulatory authorities in the country of origin. If your business is looking to obtain a Certificate of Free Sale, please reference this document from the Kansas Department of Agriculture.
Export-Import Bank of the U.S. www.exim.gov	Export-Import Bank of the U.S. is the official export credit agency of the United States. When private sector lenders are unable or unwilling to provide financing, EXIM fills in the gap for American businesses by equipping them with the financing tools necessary to compete for global sales. EXIM assumes credit and country risks that the private sector is unable or unwilling to accept.
Food Export-Midwest www.foodexport.org	Food Export-Midwest is a non-profit organization that promotes the export of food and agricultural products for businesses in its 12 Midwestern-state members. The services that they offer include export promotion, customized export assistance, and a cost-share funding program. For more information, contact Paul Sorenson, food export liaison to Kansas, at PSorenson@foodexport.gov or 312-334-9217.
Foreign-Trade Zones enforcement.trade.gov/ftzpage	Foreign-Trade Zones are secure areas under U.S. Customs and Border Protection supervision that are generally considered outside CBP territory upon activation. Located in or near CBP ports of entry, they are the United States' version of what are known internationally as free-trade zones. Foreign and domestic merchandise may be moved into zones for operations not otherwise prohibited by law, including storage, exhibition, assembly, manufacturing and processing. For a list of Kansas FTZs please visit this webpage .
Global Agricultural Information Network Reports gain.fas.usda.gov	The Global Agricultural Information Network Reports provide information on the agricultural economy, products and issues in foreign countries that are likely to have an impact on U.S. agricultural production and trade. The Foreign Agricultural Service also publishes the Food and Agricultural Import Regulations and Standards, which includes regulatory and documentary requirements for a market.
Global Agricultural Trade System apps.fas.usda.gov/gats	Global Agricultural Trade System includes international agricultural, fish, forestry and textile product trade statistics dating from the inception of the Harmonized coding system to the present.
Harmonized System www.census.gov/foreign-trade	Harmonized System codes for import/export classification and statistical purposes.
Harmonized Tariff System www.dataweb.usitc.gov	Harmonized Tariff System for imports into the U.S.
International Freight Forwarder www.apps.ams.usda.gov/freightforwarders	International Freight Forwarder is an agent for moving cargo to an overseas destination. These agents are familiar with the import rules and regulations of foreign countries, the export regulations of the U.S. government, the methods of shipping, and the documents related to foreign trade.
IGP Institute www.grains.k-state.edu/igp	The IGP Institute serves Kansas and U.S. commodity organizations through its global education center housed in the Grain Science Complex on the campus of Kansas State University. Course offerings are led by KSU faculty and industry professionals in the areas of flour milling and grain processing, grain marketing and risk management, and feed manufacturing and grain management. Along with on-campus trainings, the faculty lead customized on-location workshops as well as distance education courses.

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Kansas Dept. of Commerce — Kansas International Trade Show Assistance Program www.kansascommerce.com	The Kansas International Trade Show Assistance Program helps introduce Kansas companies to foreign markets through participation in international trade shows. Eligible companies are those whose products or services originate in Kansas or whose products receive substantial value-added processing in Kansas. For more information, contact April Chiang, KITSAP manager, at April.Chiang@ks.gov or 785-296-5473.
Kansas Global Trade Services www.kansasglobal.org	Kansas Global Trade Services is a private organization dedicated to building international growth and commerce for Kansas companies. Their services include expertise in completing transactions, communicating with customers or partners abroad, new market research, and more. For more information, contact John Schott, senior director of export programs, at Schott@kansasglobal.org or 316-264-5982.
Kansas Department of Agriculture — Livestock Export Certification agriculture.ks.gov	Interstate shipment of livestock requires official identification and certificate of veterinary inspection or other documentation. Some exemptions may exist. Consult the Kansas Department of Agriculture Division of Animal Health Import and Export Regulations for a complete list of requirements, or call 785-564-6601. Before exporting livestock from Kansas, contact the state of destination for their livestock import requirements.
Office of the U.S. Trade Representative ustr.gov	The Office of the U.S. Trade Representative is responsible for developing and coordinating U.S. international trade, commodity and direct investment policy, and overseeing negotiations with other countries. This is a gateway to information on all Free Trade Agreements and Trade Promotion Agreements the U.S. has with other nations.
Kansas Department of Agriculture — Plant Export Certification agriculture.ks.gov	To export live plants outside of Kansas, it will likely be necessary to obtain a Live Plant Certificate of Inspection from the Kansas Department of Agriculture. Complete an Export Certificate Application and a Live Plant Inspection Application . Consult the Export Services and Application Center webpage for more information, or call 785-564-6700.
U.S. Dept. of Commerce — International Trade Administration www.ita.doc.gov	The International Trade Administration strengthens the competitiveness of the U.S. industry, promotes trade and investment, and ensures fair trade through the rigorous enforcement of U.S. trade laws and agreements.
U.S. Grains Council www.grains.org	The U.S. Grains Council develops export markets for U.S. barley, corn, grain sorghum and related products, including ethanol and distiller's dried grains with solubles. The council tailors its programs to meet individual countries' cultures and needs. Their technical programs teach livestock and poultry producers how to use feed grains effectively and manage their operations efficiently. Their trade servicing efforts educate potential and current customers about the U.S. marketing system, including financing, government programs, prices and feed grains quality. Their trade policy initiatives identify foreign barriers to U.S. feed grains exports.
U.S. Livestock Genetics Export (USLGE) www.uslge.org	U.S. Livestock Genetics Export , a not-for-profit, nationwide trade association, brings together a broad base of U.S. livestock organizations. They represent the international marketing interests of the dairy, beef, sheep, swine and horse breeding industries. Their members also include the embryo and semen industry, the livestock export sector, and federal and state departments of agriculture. USLGE members match international producers with sources in the United States that offer genetics with superior credentials. The combined resources of USLGE members include most major species and breeds. For more information, contact Michael Phillips, USLGE President, at phillipsm@uslge.org or 618-548-9154.

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U.S. Meat Export Federation www.usmef.org	The U.S. Meat Export Federation offers a wide range of services to increase the demand for U.S. meat products in foreign markets. These services include total carcass utilization, trade support, buyer education and loyalty, market presence and access, and product image.
U.S. Small Business Administration, International Trade www.sba.gov	The U.S. Small Business Administration provides aid, counsel, assistance and protection to the interests of small business concerns in international trade.
U.S. Wheat Associates www.uswheat.org	U.S. Wheat Associates is the export market development organization for the U.S. wheat industry. USW promotes the reliability, quality and value of all six U.S. wheat classes to wheat buyers, millers, bakers, food processors and government officials in more than 100 countries around the world.
USDA Foreign Agriculture Service www.fas.usda.gov/	The Foreign Agriculture Service links U.S. agriculture to the world to enhance export opportunities and global food security. FAS staff identify problems, provide practical solutions, and work to advance opportunities for U.S. agriculture and support U.S. foreign policy around the globe. Programs and services offered by FAS include trade policy, market development and export assistance, data and analysis, and food security.
World Trade Center Kansas City www.wtc-kc.com	The World Trade Center-Kansas City offers resources to advance local businesses towards greater participation in international markets and trade. The services offered by WTC-KC include educational workshops, export documentation processing, market research services, and networking events.

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