

KANSAS DEPARTMENT OF COMMERCE INTERNATIONAL DIVISION



KANSAS DEPARTMENT OF COMMERCE

INTERNATIONAL DIVISION

EDUCATION

- *Webinars*
- *Company Visits*
- *Counseling*

PROMOTION

- *Grant Programs*
- *Trade Missions*
- *Sister State*

RECOGNITION

- *Exporter of the Year*



KITSAP

Kansas International Trade Show Assistance Program

- ▶ A grant helping companies exhibit products in an international trade show
- ▶ Reimburse 50% direct trade show expense up to \$3500 per show
- ▶ \$7000 allowance **per year**



KITMAP

Kansas International Trade Marketing Assistance Program

- A grant helps companies with those export marketing activities not covered by either KITSAP or STEP
- 50% of the direct expenses up to \$5000 per activity.
- \$5000 allowance per year.



KITSAP-KITMAP-STEP

COMPARISON CHART

	KITSAP	KITMAP	STEP
Trade Show Exhibit Space	✓		
Foreign Sales Trips: International airfare		✓	
Foreign Sales Trips: Overseas lodging		✓	
Foreign Sales Trips: Transportation of products		✓	
Foreign Sales Trips: Interpreter fee for the trip		✓	
Database Subscriptions for Market Research (1st year)		✓	
Foreign Product Certifications		✓	
Industry Association Memberships (1st year)		✓	
International Credit Reports		✓	
Letter of Credit Processing Fees		✓	
Market Research & Consultations		✓	
New Foreign Language Company Brochures		✓	
Trade Mission Participation (Non-STEP funded)		✓	
Translation & Interpretation Services		✓	
Virtual Marketing Events		✓	
Compliance Management (e.g. CE Marking)		✓	✓
Trade Shows and Missions			✓
Market Entry Support			✓
Export Training			✓





Certificate of Free Sale

- ▶ **CoFS is to prove the product has been sold/used/functioned in the US market already.**
 - Kansas registered company or
 - Kansas manufactures for out-of-state businesses
- ▶ Kansas Commerce charges \$20 per certificate/per country.
- ▶ Kansas Commerce only handles the non-edible products.
- ▶ Kansas AG handles edible products.

Kansas Governor's Exporter of the Year Award



SISTER STATE RELATIONSHIP

HENAN, CHINA

Inaugural Kansas soybean shipment delivered to China

Jan 10, 2022

SHARE THIS POST: [f](#) [t](#) [in](#)

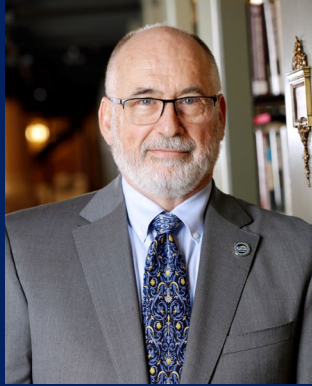


TOPEKA – Lieutenant Governor and Commerce Secretary David Toland today congratulated Kansas grain wholesaler The DeLong Co. on its recent shipment of 500 metric tons of soybeans to Henan Shennong Extruded Feed Technology Co. in Henan, China – the first such direct containerized grain shipment to China ever from the state of Kansas.

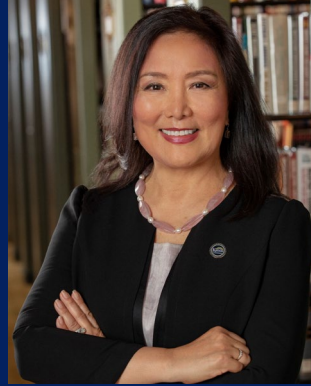
The soybean shipment resulted from the 40-year Sister-State relationship between the State of Kansas and the Chinese province of Henan. In May of 1989, Kansas Governor John Carlin and Henan Governor Liu Jie signed an agreement establishing friendly Sister-State relations to develop cooperation, facilitate diplomacy and foster a strong business connection. In September of 2021, Kansas and Henan celebrated the 40th anniversary of this long-standing relationship with a virtual event that included top political, economic, agricultural and educational leaders from Kansas and Henan.

WHERE YOU CAN FIND US

Export Team



Jeff Willis,
Director



April Chiang,
International
Project Manager



Chang Lu,
Recruitment &
International Trade
Project Manager



Rosie Nichols,
International
Development
Representative



Kathleen Dultmeier,
International Trade
Marketing

WEBSITE

o [KansasCommerce.gov](https://www.KansasCommerce.gov)

KANSAS DEPARTMENT OF COMMERCE

INTERNATIONAL DIVISION

Jeff Willis

International Division Director

(785) 296-2410, (785)213-2590

Jeff.Willis@ks.gov

April Chiang

International Project Manager

(785) 296-5473, (785)213-7545

April.Chiang@ks.gov

