

Del. plans ag export seminar on Aug. 1

DOVER, Del. — An intensive one day seminar on exporting agricultural and food products in Delaware is being planned for Aug. 1 in Wilmington, Del.

The Delaware Department of Agriculture is cooperating with the University of Delaware College of

Agricultural Sciences, the Delaware Development Office, the U.S. Department of Commerce and the Delaware State Chamber of Commerce to give agribusinessmen, food processors, and others information on how to increase their exports or break

into the export market.

Attendees will hear two current Delaware food exporters discuss their experiences in export marketing. Also scheduled to appear are officials from the Foreign Agriculture Service of the USDA, a representative from the Eastern U.S. Agriculture and Food Export Council, and a spokesman for the Inter-American Development Bank.

Agribusinessmen will learn how to identify potential markets, make contacts, and take advantage of the various state and government support programs.

"With exports accounting for every 2 out of 5 acres planted in the United States, it's easy to see how important foreign markets are to agriculture," says Donald J.

Lynch, Delaware Agriculture Secretary.

"For every \$1 billion in exports of our value-added agricultural products, nearly 35,000 jobs are created and an estimated \$1 billion in additional U.S. economic activity is created. It's time we started marketing out products, our technology, or quality in these World markets."

Global recession, the value of the U.S. dollar, the Soviet grain embargo and other factors have sent U.S. farm export earnings plunging from 1981's \$43.8 billion to \$34.8 billion for 1983 according to USDA figures.

"We'd like to see those figures turn back around," Lynch said.

"Our Commodity Development Section has identified ap-

proximately 30 Delaware agribusiness or food companies that currently, or have at one time exported. We've also identified about 60 companies who said they would like to learn how to begin exporting, or would like information on trade shows and export workshops.

They now have that opportunity and I hope they take advantage of it."

The workshop is scheduled for Aug. 1 at the Wilcastle Center in Wilmington. There is a \$10.00 registration fee, which includes lunch.

Interested persons should contact Don Tilmon, University of Delaware at 451-2511 for registration information and other details.

Flood money available

LANCASTER — A flash flood on July 1 caused severe damage in the southern portion of Lancaster County. Farms suffering severe damage may be eligible for assistance under the Emergency Conservation Program (ECP) administered by the county Agricultural Stabilization and Conservation Service (ASCS) if the damage:

1. Will be so costly to rehabilitate that Federal assistance is or will be required to return the land to productive agricultural use.

2. Is unusual and is not the type that would recur frequently.

3. Materially affects the productive capacity of the farmland.

4. If not treated, will impair or endanger the land.

A farmer qualifying for ECP assistance may receive cost-share levels not to exceed 50 percent of the eligible cost of restoring the

loss. The following types of measures may be eligible:

1. Removing debris from farmland.

2. Grading, shaping, or releveling severely damaged farmland.

3. Restoring permanent fences.

4. Restoring conservation structures and other similar installations.

Farmers who feel the damage is sufficiently severe and their capabilities are such that assistance is necessary to correct the problem should contact the county ASCS office and request assistance by not later than Aug. 31, 1984, the deadline for filing requests.

Practices should not be started until an "on-site" inspection of the damaged area has been made by the COC or its representative. The COC will review this inspection when considering the request for cost-share assistance.



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