

Farm Foundation

Farm Foundation's mission is to improve the economic and social well-being of U.S. agriculture and rural people by helping private and public decision makers identify and understand the forces that will shape the future.

Farm Foundation programming:

- Identifies the forces of change that will shape the future;
- Stimulates research and education that increase human capital and build a body of knowledge on the forces of change and on the issues evolving from them;
- Fosters informed dialogue to increase understanding of opposing views and move toward consensus on important issues and policies; and
- Builds networks that enable improved economic and human capital development for U.S. agriculture and rural people.

Farm Foundation seeks new partners and collaborators to help us make a positive difference for agriculture and rural people.

For additional information and funding guidelines, see our Web Site at <http://www.farmfoundation.org> or contact managing director Walter J. Armbruster, or associate managing director Steve Halbrook at:

Farm Foundation

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ILLINOIS AG IS REPRESENTED ABROAD!

By Lynne R. Ostfeld

While preparing for a business trip to France this past spring, I decided to make a courtesy call on the State of Illinois' commercial office in Brussels. I knew that the Department of Commerce and Community Affairs (DCCA) had an office there, but I had never fully investigated what it did. I wanted to know how it might be of assistance to both my American clients wanting to do business in western Europe as well as French clients wanting to do business in Illinois.

To my surprise, I discovered that the Illinois Department of Agriculture (IDOA) also is represented there, or more importantly, represents our interests over there. In fact, we have foreign offices in Belgium, Canada, Hong Kong, and Mexico.

The Illinois Department of Agriculture has excellent Web sites at <http://www.agr.state.il.us> and <http://www.agr.state.il.us/mktpromo.html> detailing the services they provide and showcasing the companies they are currently promoting. These run the gamut from specialty seeds to finished food products.

Like the representatives of DCCA, the purpose of IDOA's staff is to assist Illinois companies wanting to export products or to find international buyers. IDOA concentrates on Illinois food and agribusiness while DCCA handles everything else. DCCA may have a slightly greater interest in promoting investment in Illinois and the creation of new jobs. Where there is a crossover of interests, the two state agencies work together.

In concert with IDOA's staff downstate in Springfield, its foreign staff collects and forwards trade leads, coordinates industry tours and international missions, and plans promotional displays. The promotional events include trade exhibitions, trade missions, catalog and sample shows, and restaurant and in-store promotions. At many large international trade shows, Illinois companies can obtain booth space in an Illinois exhibit. Assistance about the mechanics of exporting or setting up working relationships with foreign buyers is also provided to Illinois companies. Because interest in trade is not on only one side of the ocean, IDOA also arranges meetings and tours here for international buyers seeking contact with Illinois companies.

Somewhat through natural selection, IDOA works primarily with small to medium-sized companies interested in export opportunities. Large companies usually have their own staffs to attend to their export needs while the small producer generally does not have the capability of committing the time and resources necessary to get into an export business.

IDOA does not promote the sale of foreign product here, even if there might be a transformation of the product here for resale abroad. It actively monitors the concerns of other countries about genetically modified organisms or hormone-treated poultry and livestock. It maintains an active awareness of other countries' receptivity to these products as well as legislation which would affect the sale of Illinois food and agricultural products abroad.

Unlike similar services provided by the U. S. Consular Services, most of these services are free

1999-2000 Meeting Dates

Unless noted otherwise, all meetings will be held in the Orange and Blue Room, 1st Floor, Illini Center, 200 S. Wacker Drive. Meeting start time is Noon.

Sept. 13
 Sept. 27
 Oct. 18
 Nov. 1
 Nov. 15
 Dec. 13
 Jan. 10
 Jan 24
 Feb. 7
 March 6
 March 20
 April 3
 April 17
 May 1 (Annual Meeting)

2000 Farmland Fair
 Saturday, Feb. 26
 Pheasant Run Resort
 St. Charles, IL
 8:00 a.m. - 4:00 p.m.

to Illinois companies. They are funded by the State of Illinois.

Additional promotional programs complementing what IDOA does are available through the Market. Access Program and the Mid-America International Agri-Trade Council (<http://www.miatco.org>). There is also direct and indirect assistance from USDA.

Internet information about DCCA can be obtained at <http://www.commerce.state.il.us> and at <http://www.commerce.state.il.us/ServicesInternational/International.html>. FR

(Lynne R. Ostfeld is a member of the Chicago Farmers and an attorney with a general civil practice. Speaking French fluently, she is associated with a law firm in France.)

It's Not Just What We Say It's How We Run Our Business



Our Mission Statement:
 To help our clients remain profitable while using agronomically sound practices with minimum environmental impact.

To supply pertinent agricultural information while remaining independent and objective.

We Are Full Service Crop Consultants

We can help you with Fertility and Pest Management. We also offer GPS Soil Sampling and Mapping Services. These services can help you remain profitable, informed, and agronomically fit. **Call Today!**





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