

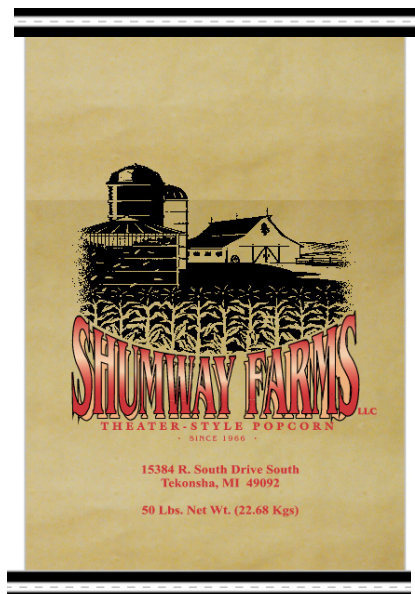
# SALES ARE POPPING IN GUATEMALA FOR SHUMWAY POPCORN

Shumway Farms Theater Style Popcorn, LLC located in Tekonsha, Michigan, in the 3rd Congressional District, participated in Food Export's Midwest Buyers Mission in July of 2015. As a result of participating, Shumway Farms Theater Style Popcorn, LLC met one of Food Export's In-Market Representatives for Central America that connected Owner Ed Shumway with a Guatemalan Buyer.

Shumway Farms Theater Style Popcorn, LLC began to sell their popcorn to the Guatemalan buyer in 2015, and in 2018 reported sales to Guatemala at 465,000 pounds of popcorn kernels. Exporting to this market constitutes approximately 5% of their total sales.

"I anticipate this relationship to grow and sales to increase again in 2019," said Mr. Shumway. The company continues to participate in various Food Export events, recently attending the Midwest Buyers Mission in August of 2018.

Shumway Farms Theater Style Popcorn, LLC is committed to producing the best quality of butterfly, white, and mushroom style popcorn. This family-owned, eight generation family farm operation, produces and processes 2000 acres of popcorn at their facility with many international markets. Get popping with Shumway Farms Theater Style Popcorn!



Food Export uses funding from the Market Access Program (MAP) to help America's small businesses increase their exports of food and agricultural products. As these exports increase, these small businesses are creating jobs and improving the strength and stability of our agricultural economy. Food Export-Midwest and Food Export-Northeast are non-profit organizations that work in collaboration with their member state departments of agriculture and the USDA's Foreign Agricultural Service. They offer a wide range of programs and services that help boost America's agricultural exports.

For more information on the International Marketing Program, visit [www.michigan.gov/agexport](http://www.michigan.gov/agexport) For more information about Food Export-Midwest, visit [www.foodexport.org](http://www.foodexport.org).