



# Pyramid Foods



*Maker of Distinguished Kansas City-style BBQ Sauces & Rubs*

[www.pitmasterlt.com](http://www.pitmasterlt.com)

Date: July 14, 2022

To: Laura Fink and Robert Yavor

Subject: Private Sector Witness Statement

Laura and Robert,

I am the Owner/C.E.O. of Pyramid Foods, LLC based in Shawnee Kansas and we have been in operation since January 2016.

Our core business is in the Co-Packing and distribution of Pitmaster LT's BBQ Sauces and Seasonings/Rubs.

We began communicating with Lu Chang and the Kansas Department of Commerce in 2018, shortly after becoming interested in exploring the exportation of our products. I reached out to Lu and he scheduled an introductory meeting with me in his office. During that meeting, he gave me a comprehensive overview of the STEP Grant Program and how it could be used as a resource to help us succeed in exporting our products.

We decided in 2021 to embark on the mission to export our BBQ products to Mexico. Working with Lu, it was determined that the STEP KITMAP offering was the Grant we needed to apply for.

We consequently applied for and received a Grant to help get our marketing brochure and labels translated into Spanish. In addition, we also were able to get our labels properly reformatted and printed to meet the requirements for the sale of our products in Mexico.

As a result of that assistance, we were able to distribute our products into Mexico in 2021 and have increased our sales in 2022!

We would not have been successful without the education and financial support we received through the Kansas Department of Commerce and the STEP Program!

A handwritten signature in blue ink, appearing to read "L. Tooks".

Luther L. Tooks, C.E.O.

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