



# LOCAL FIBER

EST 2017

*From Farmer to Maker*

Summer 2018  
Quarterly Gathering  
Saturday July 28<sup>th</sup> 11-2

# Community Roundtable: *'Gathering Questions'*

1. How valuable an experience/community do you plan for this to be?
2. How much risk are you willing to take?
3. How participative do you plan to be?
4. To what extent are you invested in the well-being of the whole?

On a scale from 1-7 (low to high)

# Community Roundtable: 'Who Are We?'

## Cornell Small Farms

**Tatiana Stanton**

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- Organizer Cornell Goat Program
- Developed and co-chairs the New York Small Farm Livestock Processing Issues Work Team

## Chemung CCE

**Shona Ort**

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- Agricultural Resource Educator Southern Tier Agricultural Enhancement Program

## Groundswell

**Adriana Pickett**

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- Farm Business Development

## CNY Young Farmers Coalition

**Graham Savio**

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**Emily Baker**

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# Announcements:

## Grants: What do they mean?

### **SARE-Partnership Grant**

- Core of LocalFiber actions currently.
- Identify and Address needs in the local fiber producer community.
- Start **TODAY**
- 18 months – ends in conference (**when**)
- Surveys will be involved (QoL, Ranking, etc...)
- Site Visits
- Supported by SARE grant ONE18-321

### **Atkinson AVF Grant**

- Indirectly related to LocalFiber
- 18 months

## Database

**General** – 48 responses

**Mill** – 11 responses

**Shearers** – from Betsy Hodge email+

**Taking a break from collecting to focus on building website and database**

## Future Roundtables

Grazing and Pasture Management

Business Planning

Perspectives on Value-added

**Vote & Other Ideas?**

## Other News...

### **LocalFiber Events**

Skirting Workshop

Meet the Shepherd(ess)

What's in a Yarn, with MJ Packer

### **LocalFiber Fundraising Ideas**

LocalFiber knitting collection

Fiber art Retreat

Other ideas?

# LocalFiber Business: LocalFiber Facebook MarketPlace

## LocalFiber Fibery Goods MarketPlace

Public Group

About

**Discussion**

Items for Sale

Your Items

Members

Photos

Group Insights



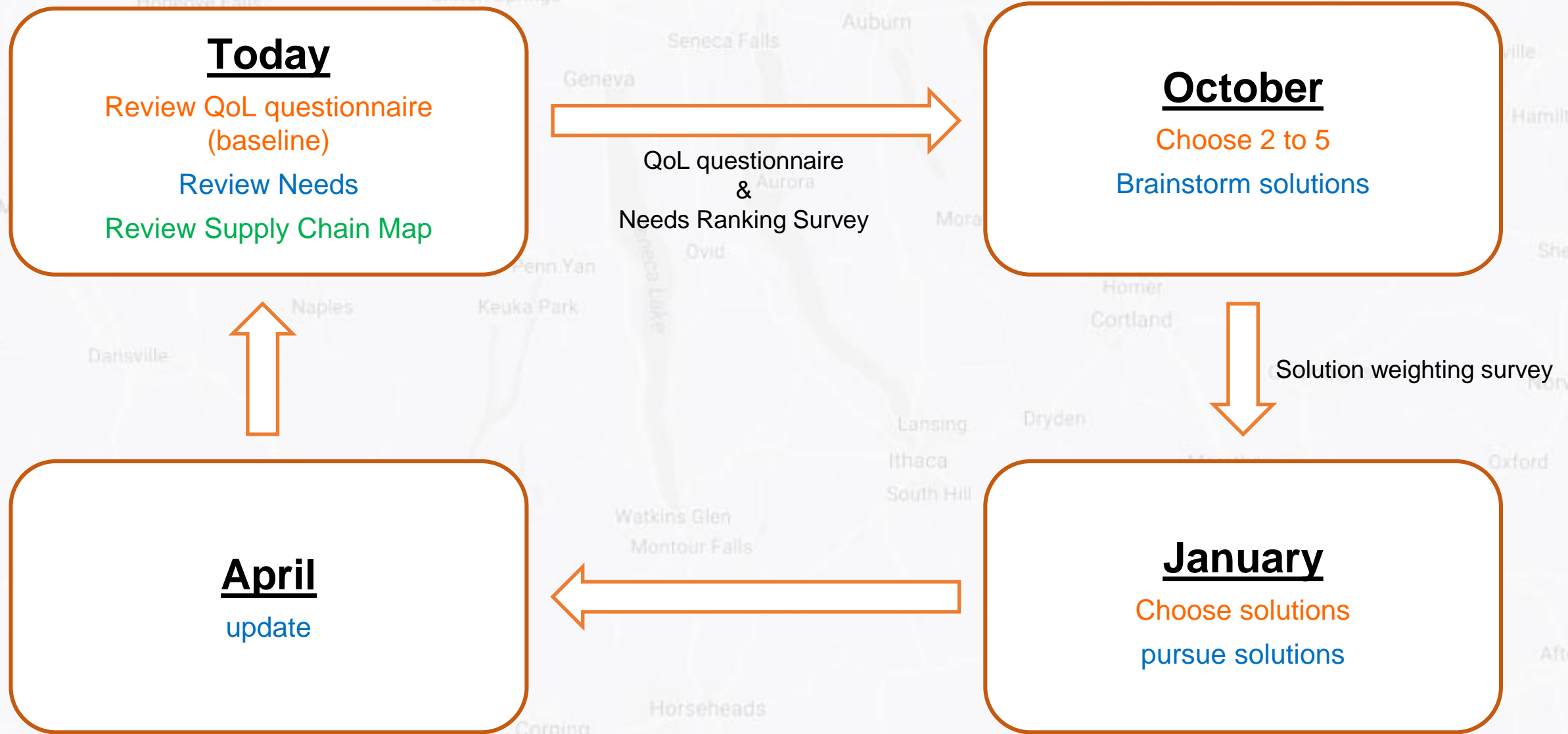
Currently 129  
members

**Sell**: only local (CNY) farmers

**Buy**: anyone who wants

Moderated group

# LocalFiber Business: Timeline of SARE grant process



# LocalFiber Business: Quality of Life Questionnaire Test

## Purpose of the QoL questionnaire

To assess baseline for grant year on the following:

The general sense of community

Role of the community in fiber production

Fiber production related business goals and where you currently stand

How fiber production affects your general quality of life

1. Are you comfortable answering these questions?
2. Do the questions make sense?
3. How much time does it take?

# LocalFiber Business: Needs & Challenges

## Production/Marketing

- Market for goods
- Market for low quality fiber
- Time spent on marketing
- Market for raw fiber
- Market for pelts

- Use for meat farm fiber
- Storage for fiber
- Different uses for fiber
- Better wool pool

- Value of product
- Affordable value-added production
- Transparency in labelling (indie dyer vs. farm dyed)

- Skirting fiber
- Man power

## Processing

- processing time/turnover
- Minimum volume
- Cost of processing
- Quality product returned
- Travel time to processor
- Shipping costs
- Closer mill
- Limited processing options
- De-hairer
- Scouring
- Mill able to process for specific needs
- Mill able to process for specialty yarn (e.g. heathered)

## Education

- Lack of knowledge (inexperienced)  
mentor
- Consumer willing to pay true costs



# LocalFiber Business: Supply Chain Map

## Small Flock Fiber Supply Chain: yarn, roving, top



### Questions:

- What components are missing?
- What are more specifics (e.g. sales – direct market at festivals)
- Licenses? Insurance?
- How does storage fit in (and what are the considerations)

## Small Flock Fiber Supply Chain: handmade items



### Questions:

- What components are missing?
- What are more specifics (e.g. sales – direct market at festivals)
- Licenses? Insurance?
- How does storage fit in (and what are the considerations)

## Small Flock Fiber Supply Chain: raw fleece



### Animal

- Veterinary
- Feed
- Barn



### Shearing

- Weather
- Time
- Availability
- Cost
- Skill



### Skirting

- Skill/knowledge
- Time



### Marketing

- Time
- Skill/knowledge of markets
- Distribution
- Pricing
- Promotion



### Sales

- Access to markets
- Knowledge of market



### Questions:

- What components are missing?
- What are more specifics (e.g. sales – direct market at festivals)
- Licenses? Insurance?
- How does storage fit in (and what are the considerations)

## Small Flock Fiber Supply Chain: knitted goods



### Yarn, roving, top

- Through Transport (2)



### Mill

- Turn-around
- Volume
- Cost
- Quality
- Consistency
- Accessibility



### Marketing

- Time
- Skill/knowledge of markets
- Distribution
- Pricing
- Promotion



### Sales

- Access to markets
- Knowledge of market

### Questions:

- What components are missing?
- What are more specifics (e.g. sales – direct market at festivals)
- Licenses? Insurance?
- How does storage fit in (and what are the considerations)



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Thank you  
for listening

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