

USLGA

Newsletter

December 2021
Vol. 10 Issue 6

USLGA NEEDS YOU!
Volunteer with our organization!



IN THIS ISSUE:

Board Retreat

Meet a Regional Coordinator

Member Spotlight

Vendor Spotlights

Show us Your Equipment

Committee News

Vendor Directory



SOCIAL MEDIA

USLGA is on Facebook, Pinterest and Instagram. Follow us!



WEB

www.uslavender.org

If you would like to contribute stories, comments, or other content please email editor@uslavender.org

USLGA NEWSLETTER

Past and current newsletters are accessible on www.uslavender.org

COVER IMAGE

Lavender Wreath
Psolo Legare
Location: Sage Creations Farm
Pallisade, Colorado

WE WANT YOUR PHOTOS:

Please submit your lavender and farm photos to be considered in future newsletters and USLGA's social media at: editor@uslavender.org

Submission deadline is the 15th of the month prior to publication. The newsletter is distributed bi-monthly.

MISSION OF USLGA

To support and promote the United States lavender industry through research, education, networking and marketing.

VISION OF USLGA

As a collective voice for members, the United States Lavender Growers Association will advocate for, promote, and support and United States lavender industry. The USLGA will offer opportunities for members to participate in and benefit from networking, education and research. It will seek marketing opportunities to raise awareness of the lavender industry, connect buyers to sellers, and enhance member farms and businesses. The USLGA will support growers in producing a quality sustainable lavender crop and end products to satisfy U.S. demand and will be a partner in the global lavender community.



Letter from the Editor

Happy Holidays to all our USLGA members. The lavender industry and our membership continued to grow in 2021. There are many reasons to be optimistic when looking at the future of our industry, organization, and individual businesses. USLGA continues to add and enhance member benefits that will assist as we move forward.

Two significant challenges many of us are facing are price increases and supply chain issues. Though we can't do much to alleviate the supply chain, we can keep an eye on our costs and margins. If you haven't reviewed your input costs recently I encourage you to do so. When we did so at Wayward Winds Lavender we found most inputs recently went up from 5%-10%. Though we were able to absorb some of those increases we also found it necessary to raise some prices. We had not raised many of our prices for 10-15 yrs so a review was in order. If your goal is to turn a reasonable profit then reviewing your cost of goods on at least a bi-annual basis is important.

- Marilyn



News from the Board

From the President:

Today marks the beginning of December already. This year has zoomed past in both time and Zoom meetings!

We have had so much going on internally in the organization. As you may have seen, we posted a position for an Executive Director last month. The Board approved the new position and it was posted in both the USLGA Facebook Members group and our public page. We moved all applications to Indeed to allow easier handling of the applications. We had no idea what kind of response we would have but the last time I checked we had over 100 applications. We put together an ad hoc hiring committee to oversee the applications, screen them, check credentials, and to set up interviews for those meeting our requirements. Once the interviews have been completed we will narrow the applicants down to 3-4 top-notch individuals for the final interviews. None of this is happening quickly as we are still all volunteers.

Starting in January we will be making our Administrative Assistant and Webmaster USLGA employees. They have been contractors up to this point. This coming April we will have been in existence for 10 years and it's time to finally start assembling staff to alleviate much of the work falling on our few volunteers. We also need to have people consistently in place. Volunteers come and go, making continuity in planning and execution of our goals very challenging. Finally, we have been forced to look at our membership fees and realize additional funds are needed to implement the additional member benefits and organizational changes we find necessary. We also found our dues are not in line with other professional organizations, being much lower than similar groups. A dues increase will be coming to facilitate our growth. More information will be forthcoming next month.

This last item is what I want to end with. You should have received an email soliciting members to run for the Board of Directors. We need your help to run this organization. There are many members with outstanding skills that would be of value to this organization. Many skills brought into farming from other careers. If you have questions, please contact either me or Jim Morford, Chair, Nominating Committee. If interested, contact us so we can get a candidate application to you. The next election will be held in early January and the results will be announced by the Secretary during our Members Annual Meeting on January 26, 2022.

Mike Neustrom
USLGA President



BOARD MEMBERS

President - Mike Neustrom
Vice President - Sherri Wood
Secretary - Patricia Uptain
Treasurer - Sarah Richards
Julie Haushalter
Joseph Downs
Sally J Miller
Marilyn Kosel
Jim Morford

COMMITTEE CHAIRS

Advocacy - OPEN
Education & Research - OPEN
Event - Sherri Wood
Finance - Sarah Richards
Internet - Jessica Mortvedt
Membership - Joseph Downs
Newsletter - Marilyn Kosel
Nominating - Jim Morford
PR & Communications - Mary Althoff

Admin Support - Sally Miller
Webmaster - Mary Bergstrom

Can the public and USLGA members find your farm or business?

Last spring, the member profile area on the USLGA website was revised so:

The public and USLGA members can find your farm.

Accomplished utilizing either the "Find a Farm" search, or by clicking on the provided map.

The public and USLGA members can find your business

Whether you're a grower or an affiliate member selling plants, products, or equipment.

Accomplished by utilizing the "Find a Vendor" search.

Plus the Public Relations Committee has proposed an easily accessible listing all USLGA Members who wholesale lavender-related goods and services.

To be found on these searches you must update your member profile.

Since last spring we have been notifying members via email, newsletter articles, postcards, Facebook reminders, and Regional Coordinator communications.

Members have garnered business after being found on the USLGA website through utilization of this valuable resource. Do not miss this benefit of USLGA membership. You could be missing sales!

Some members have explained why they would not like to be included on this map.

Indicating their business is too new, not open to the public, or for similar reasons.

This member benefit is not required but has proven valuable for those who wish to participate.

If you want visitors and buyers to visit your farm or business please update your member profile.

Go to: www.uslavender.org

Go to the "Members Area" tab

First drop-down to "Member Profile"

Update your info, and be sure to complete the 2nd address field called "Public Address" to be included in searches and on the map.



Lavender Farm
this way



INTRODUCING: Nancy Lapinski A Little Lavender Byron and Cadillac, Michigan

by Lisa Anthony, USLGA Public Relations/Communications Committee



By the time you read this article, Nancy Lapinski will have retired from her career job at GM and moved on to her next full-time job in Cadillac Michigan: A Little Lavender. Nancy has always enjoyed lavender, its versatile uses, and growing plants herself. In 2017, with the help of her husband and brother-in-law, Nancy planted 700 lavender plants in Byron, Michigan. In 2020 Nancy moved to her new home three hours north in Cadillac, Michigan and put in 300 new lavender plants. The year 2021 brought 100 new plants, a new shop, and a greenhouse to her home operation. She prepared to go full time with her lavender business in 2022.

Between the two locations, Nancy has about 1,200 plants. She currently does not have plans to further expand her field. She wants to focus on managing and harvesting without the need for additional staff. Both locations were harvested in the 2021 season and future plans will be determined after evaluating how this first season in "retirement" works out.

Nancy has found "Hidcote", "Munstead", and "Grosso" do well in her Zone 5A location. Nancy's experience has been that the variety "Phenomenal" doesn't perform as well as the other varieties in her zone. She lost 100 plants in the first year to environmental issues, nor does it suit her preference for wreath making.

Nancy has applied several lessons learned from experience with her first field to her new field in Cadillac. Mounding proved successful at the original location but Nancy is finding the soil very different in Cadillac. The soil does not drain or mound as well. Nancy is considering pulling up her plants, augmenting the soil to improve drainage, and re-planting next year.

The first field was planted with weed cloth and crushed limestone between the rows. This method required constant weeding. Nancy decided the new field would have grass between the rows exactly the width of the mower deck. She likes the ability to manage weeds and the nice overall visual grass provides. Nancy goes back and forth on the issue of "to cover or not to cover" during the winter months. When she does, she prefers to use blocks and logs to hold down the covers instead of usual pins.

The Shop at A Little Lavender was always part of the plan for the Cadillac location. The adorable roadside stand runs on the honor system and is working really well. Nancy distills her own lavender essential oil, mostly for the hydrosol. She uses the oil produced in her own products. You can find top-selling items in her online store: lavender honey, hydrosol, fresh lavender, buds, lavender salve and tub tea bags. Interestingly, all of her online sales have been local and Nancy has never shipped an item.

The new greenhouse and a small grower's license will provide Nancy the opportunity to sell lavender plants in 2022 as an additional feature of her business. Nancy is also considering offering classes and wreath-making workshops in the greenhouse next year. While no longer a part of her business plan, Nancy found that local farmers markets were great avenues for networking and played a large role in her initial marketing strategy. Nancy's experience with developing new products has been to start small and test your market.

Nancy says "People love lavender. It makes me happy that people will drive out to my place just to buy lavender." Recent visits to other growers' farms and shops have inspired and encouraged Nancy in the next leg of her journey for A Little Lavender.

A Little Lavender Cadillac, MI

cadillaclittlelavender@gmail.com

www.alittlelav.com



Looking for a lavender cocktail recipe for the holidays? Considering value-added products for your business?

Watch educational sessions from the 2021 US Lavender (Virtual) Conference that was held on March 19 and 20, 2021. Sessions from the conference and the Discover Lavender series of workshops are available for viewing at your convenience on the USLGA website in the US Lavender Learning Center.

<https://uslga.mclms.net/en/>

If you attended the conference, you can watch the videos at no additional cost. For those who did not attend, you can have unlimited access to the videos at the registration cost of \$150.00.

Meet the Regional Leaders: Rebecca Ralston Lavender Hill Farms of Jeffriesburg LLC Union, Missouri

by Claudia Tsas, USLGA Public Relations/Communications Committee

Rebecca Ralston and her husband Rob are the proud owners of Lavender Hill Farms of Jeffriesburg LLC. They are located in Union, Missouri. After inheriting her family's farm in 2017, she and her husband attended the USLGA Conference in Mesa, Arizona. Like many of us, they fell in love with lavender and decided to make their farm an adventure in purple.

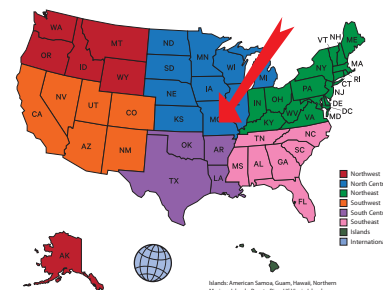
In the early years, their farm experienced many challenges. They lost their first 480 plants to late freeze, extraordinarily hot summers, and drought. They could find no help to till the ground so bought their own tractor. They persevered and have since found success. Currently they have 100 plants on the ground. Growing primarily Hidcote, Munstead, and Grosso. In 2022, the couple plans to add more lavender, other herbs, and cutting flowers to the farm.

Rebecca's motivation in taking on the role of Regional Leader is to get more involved with the wonderful USLGA members in the North Central Region. She finds USLGA members always willing to share valuable experiences and information about lavender farming. Her previous USLGA Region was very active. She is committed to bringing the same unity of spirit to the ten states that now are a part of the North Central Region.

Rebecca's initial focus as Regional Leader is to understand the needs of the members within her region. With that in mind, she is currently working with regional members to organize an in-person gathering and workshop in November 2021. The region intends to sponsor at least two in-person gatherings and/or workshops per year. One in the spring and one in the fall. The most recent was spring of 2021 in Iowa.

North Central region members have discussed that there are many micro-climates within their Region, and networking will give members the chance to share information on this topic. The region also wants to discuss sharing equipment and other resources. Collaboration among members can be very beneficial.

Contact info: Rebecca Ralston: rvralstonndgoats@gmail.com
Send Rebecca a message, she will welcome your input.



The USLGA Public Relations Committee is providing biographies of our USLGA Regional Leaders. Take this opportunity to get to know the volunteers who will bring our regional members closer together. The new regions were developed by the USLGA Membership Committee this past summer.

USLGA Vendor Spotlight: Besel Lavender Processors Ricardo Besel

by Mary Althoff, USLGA Public Relations/Communications Committee

A Besel lavender processor will meet all your de-budding and bud cleaning needs:

- De-buds your lavender (separate the buds from the stems)
- Removes impurities and debris
- Removes dust



Business owner Ricardo Besel explains that this is the most efficient de-budder on the market. It is the only machine that does all three steps, requiring only one machine rather than two or more. The Besel processor is designed exclusively for lavender farms to replace the slow and intense work of de-budding by hand, and to complete the task in an extraordinarily short amount of time.

Processors are available in two sizes:

- Small: recommended for up to 1,000 plants
- Large: recommended for up to 30,000 plants

Best examples of processing speed are:

- 100 bundles: about 5 minutes
- 1 bundle: about 3 seconds

Times vary somewhat as processing time depends on bundle size, variety, and other factors.

Ricardo says his best record to date is 100 pounds of clean lavender buds in one hour.

How do Besel Lavender Processors work?

For de-budding, a system of rotary brushes removes the buds and delivers them to a sequence of sifters. These sifters driven by micro-vibration and an air stream. Next, the product enters a centrifuge system, where impurities and dust are completely removed by a cyclonic dust remover. It has been found that 100 pounds of lavender can produce +/- 20 pounds of dust. Removing dust is an important part of the process.

Culinary lavender farmers should take note. Along with thorough dust removal, the Besel processor is completely powder coated, making it exceptionally safe and easily cleanable for culinary lavender production.

Ricardo welcomes your calls and questions.

<https://www.besellavenderprocessor.com> Ricardo Besel 208-571-2776 ricardofbeselinc@hotmail.com



Survey Says: Sweet or savory? Sweet it is!

17 of 18 respondents said they prefer "sweet" lavender recipes over savory.

- 5 named their favorite lavender sweet as some type of cookie. Including lavender sugar, lavender white chocolate, and lavender sea salt chocolate chip.
- 5 named lavender scones as their favorite treat.
- 4 named various lavender breads including lavender short bread or lavender pumpkin bread.
- The lone vote for savory dishes cited using Herbs de Provence. A spice blend containing lavender and originating from the Provence region of France.

The top three cultivars mentioned for culinary use were Folgate, Hidcote and Munstead. All *Lavandula angustifolia* varieties. Generally *angustifolia* varieties are preferred for culinary use though other species can be used as well.

Ellen Reynolds, USLGA Public Relations/Communications Committee
Find bi-monthly surveys on the USLGA members-only FB page.

Your USLGA Board of Directors Setting their sights on the future.

Highlights: Board Retreat 2021

by Julie Haushalter, USLGA Board Member

Part of the ongoing work of the USLGA Board of Directors and Committee Chairs includes our annual retreat. The goal of this time the Board spends together is to develop actionable ideas for the growth of our membership organization. It's a wonderful time to generate new ideas and to "dream big!"

This year the gathering was held in a virtual format over two evenings. Participants discussed ideas for growing member benefits and increasing communication. Look for some new virtual learning activities in 2022. We are excited for members to explore the new online Learning Center. This member benefit has so much potential for education, inspiration and networking!

Retreat attendees had robust conversations about the restructuring of USLGA regions. It's believed the new regional format will increase networking possibilities and develop more benefits for affiliate members. Board members shared what inspires each of us in our business and how we might offer inspiration to our members. Many valuable ideas were generated and assigned to the appropriate committees for further discussion and possible inclusion in 2022 goals.

We acknowledged the positive impact of hiring an Executive Director for increasing member benefits and ensuring the ongoing excellence of USLGA. We look forward to this progress in 2022.

The Board members and Committee Chairs of USLGA offer their leadership to ensure that our organization is well run and provides the best possible opportunities for our membership.

Member input is always welcome. If you have ideas or encouragement you would like to share, or questions to ask, you may do so on our member Facebook page or email adminsupport@uslavender.org

Julie Haushalter, CEO
White Oak Lavender &
The Purple WOLF Vineyard



USLGA Vendor Spotlight: Wayward Winds Lavender Marilyn Kosel

by Mary Althoff, USLGA Public Relations/Communications Committee



You may already know Marilyn as the editor of the USLGA Newsletter, as a USLGA Board member, or as a long time lavender grower. But wait, there's more! Marilyn is the owner of Wayward Winds Lavender which sells:

- wholesale private-label /white label lavender products
- wholesale ready-to-label lavender products
- wholesale bulk lavender products.

Wayward Winds' best-selling products include many culinary and personal care products. Products are handcrafted in small batches using natural ingredients. All products are available in multiple packaging options, flavors, and fragrances. They can help design a product line that is unique to your business. Wayward Winds offers premium products with low minimums and at reasonable prices. Their happy customers are a tribute to their twenty-plus years in business serving the lavender community.

You can watch Marilyn's 2021 USLGA Virtual Conference recording and learn more. Marilyn explains strategies to make value-added products a valuable part of your business. She explains cost factors, facilities and equipment requirements, pricing your products to make a profit, and identifying your customers. Find the recording on the USLGA website.

Wayward Winds Lavender can help you start or extend your lavender product offerings. For more information about how to get started with private label, ready-to-label, or bulk lavender products contact Wayward Winds Lavender. Your resource for lavender products from concept to the finished product.

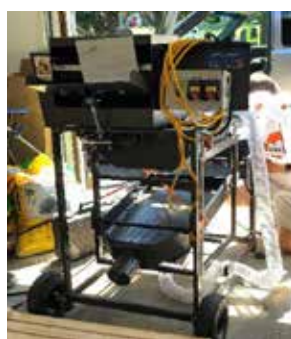
team@waywardwindslavender.com

www.waywardwindslavender.com

Show Us Your De-budding Equipment

We asked, you answered! Look at these submissions from USLGA members of their de-budding and bud cleaning equipment.

Look for surveys and submit your pictures on the USLGA members-only FB page.



What have USLGA Committees been up to? Here is a summary of recent activities:

Advocacy Committee: Currently inactive. Are you interested? Contact us at advocacy@uslavender.org.

Event Committee: Planning for the 2023 US Lavender Conference will begin soon. We are looking for a committee chair, and members to serve on the committee.

Education & Research Committee: Seeking a chair for this committee. Planning more Front Porch gatherings and other educational opportunities for members.

Finance Committee: Financials are in good shape.

Internet Committee: Continuing to make key updates to our website. Also working on transitioning from Yammer as our primary communication tool to Microsoft Teams.

Membership Committee: Has developed a new regional map and has renamed the regions. State boundaries were used to define regions and six regions were created. Regional Facebook groups are being consolidated to reflect the new region map.

Newsletter Committee: The newsletter will continue to be produced bi-monthly. It will contain its regular features, plus articles that are relevant and educational for our members.

Nominating Committee: Posted information and nomination requests on social media regarding USLGA Board positions. Next election will take place in January 2022.

Public Relations and Communications: PR happily welcomes Ellen Reynolds back to PR Committee, and Ellen will be the Facebook "Poster" for both public and members pages. The first recipe post on the public page had over 3100 shares. Check out the new Wholesale Vendor Directory draft previewing in this newsletter -- developed with Membership -- we want your feedback.

Publications Committee: Reviewed and posted the job description for the new USLGA Executive Director position. This committee reviews and edits all written content created for USLGA including the website and the newsletter.





Directory of USLGA Wholesale Vendors

Members Who Sell Wholesale to Farms & Shops

General Categories:

Lavender Plants & Plugs
 Equipment (Farm, Distillation, etc.)
 Lavender Bath & Body Products (Ready to Sell)
 Lavender Culinary Products (Ready to Sell)
 Lavender-Themed Gifts & Related Supplies (All Categories)
 Supplies for Finished Goods (Pkg Supplies, Oils, Ingredients, etc.)
 Private Label Manufacturers
 Consultants & Services

Lavender Plants & Plugs



Peace Tree Farm

Supplier of Lavender plants, award-winning varieties.

info@peacetreefarm.com

www.peacetreefarm.com



Takao Nursery

A 3rd generation, family owned & operated greenhouse in California, shipping throughout the US. Our focus is on propagation, specializing in lavenders and CA natives.

ltakao@takaonursery.com

www.takaonursery.com



Victor's Lavender

Lavender plants. Quality tested. Wholesale.

info@victorslavender.com
 Sequim WA

www.victorslavender.com

Equipment (Farm, Distillation, etc.)



Besel Lavender Processor

Debuds and cleans your dry lavender with one machine, not two. Most time-efficient machine on the market.

ricardo@beselinc@hotmail.com

www.besellavenderprocessor.com



Drip Works

Irrigation Equipment

800-522-3747

www.dripworks.com



Eagle Creek Lavender / Starr Manufacturing

Builds and sells the only purpose-built single row harvester manufactured in the U.S.
 Self-propelled, ideal for up to 100 acre farms.

wjabs@cascadeaccess.com

www.cascadeaccess.com



Essential Depot

Stocks essential product ingredients, supplies, equipment. Prices on their essential oils are hard to beat. Developed by Kevin Dunn, Elliott Professor of Chemistry at Hampden-Sydney College.

info@ewlnatural.com

www.essentialdepot.com



Ohio Valley Lavender

A Veteran and Woman owned business that grows lavender and sells harvesting equipment.
 We represent Bizon-LTD, Harvester concepts, Spapperi, and Madara Agro.

contact@ohiovalleylavender.com

www.ohiovalleylavender.com



Valor Honey (formerly Golden Prairie Honey Farms)

DeBudder/cleaning machines and honey and bee-keeping supplies and equipment -- produced and shipped by veterans. A non-profit charitable and education foundation.

tedski36@gmail.com

Lavender Bath & Body Products (Ready to Sell)



Beagle Ridge Herb Farm

Beagleridge@gmail.com

www.beagleridge.org

Manufacturer of a full line of lavender-based items. Retail, wholesale, private label.



Blue Spring Run Farm

bluespringrunfarm@gmail.com

www.bluespringrunfarm.com

Sells handcrafts bath and body and culinary products to shops and wholesale vendors. Culinary includes honey and herbal teas.



Mesa Lavender Farms® CBD Products

Curtis@mesalavenderfarms.com

www.mesalavenderfarms.com

Manufactures Lavender/CBD wellness products. Lavender and CBD include anti-inflammatory calming benefits unmatched by lavender or CBD alone. Founder Curtis Swift, Ph.D.



PA-Wholesale

sandra@positivelyaromatic.com

www.positivelyaromatic.com

A Certified Organic Artisan distillery of high quality Hydrosols and Essential Oils. Offering classes in Distilling process. Health and Wellness on every level for our clients is the "why" of what we do.



Wayward Winds Lavender

marilyn@waywardwindslavender.com

www.waywardwindslavender.com

Produces and sells wholesale private label, ready-to-label, and bulk lavender products. Proven sellers, low minimums, premium products you'll be proud to call your own.

Lavender Culinary Products (Ready to Sell)



Beagle Ridge Herb Farm

Beagleridge@gmail.com

www.beagleridge.org

Manufacturer of a full line of lavender-based items. Retail, wholesale, private label.



Blue Spring Run Farm

bluespringrunfarm@gmail.com

www.bluespringrun.com

Sells handcrafts bath and body and culinary products to shops and wholesale vendors. Culinary includes honey and herbal teas.



Norwood Lavender Farm

norwoodlavenderfarm@gmail.com

www.norwoodlavenderfarm.com

A wholesale and retail farm specializing in culinary lavender mixes. including lavender lemonade, scone mix, shortbread cookie mix, brownies. Retail and Wholesale.



Wayward Winds Lavender

marilyn@waywardwindslavender.com

www.waywardwindslavender.com

Produces and sells wholesale private label, ready-to-label, and bulk lavender products. Proven sellers, low minimums, premium products you'll be proud to call your own.

Lavender-Themed Gifts & Related Supplies (All Categories)



Beagle Ridge Herb Farm

Beagleridge@gmail.com

www.beagleridge.org

Manufacturer of a full line of lavender-based items. Retail, wholesale, private label.



Belle Terre Ceramics

luccenjawer67@gmail.com

www.belleterreilandceramics.com

Creates lavender-embossed hand-sculpted art pieces, produced in limited quantity batches and sold exclusively through independent lavender farms.



Mierco Fine European Linens

info@mierco.com

www.mierco.com

Designs and sells quality jacquard tea towels produced in Europe -- including many lavender designs. Also find lavender-themed totes, satchels, shawls, Provence tabletop. Retail and Wholesale.



Nancy Baggett -- Cookbook Author

nancyskitchenl@soi.com

www.nancyslavenderplace.com

Nancy Baggett is an award-winning cookbook author. "The Art of Cooking with Lavender" is her latest work -- a high-quality glossy paperback with 80 recipes, 75 color photos.



Natural Living

janice@naturalbeautyathome.com

www.naturalbeautyathome.com

Janice Cox is the author of five best-selling books on the topic including her latest book "Beautiful Lavender." Produces and sells cookbooks and workbooks featuring recipes and treatments for body, bath and hair. Look and feel terrific, save money and have fun creating your own all natural body care products.

Supplies for Finished Goods (Pkg Supplies, Oils, Ingredients, etc.)



Essential Depot info@ewlnatural.com www.essentialdepot.com
Stocks essential product ingredients, supplies, equipment. Prices on their essential oils are hard to beat. Developed by Kevin Dunn, Elliott Professor of Chemistry at Hampden-Sydney College.



PA-Wholesale sandra@positivelyaromatic.com www.positivelyaromatic.com
A Certified Organic Artisan distillery of high quality Hydrosols and Essential Oils. Health and Wellness on every level for our clients is the "why" of what we do.



SKS Bottle & Packaging marcy@sk-bottle.com www.sks-bottle.com
A supplier of glass, plastic and metal containers and closures to small businesses and Fortune 500 companies alike, for a wide variety of end uses.

Private Label Manufacturers (Mfgs. who create products with your farm label on it)



Alimar Labs AllisonVought@AlimarLabs www.alimarlabs.com
Private labeling for wide variety of cosmetic products, contract manufacturing, plus lab and labeling requirements information for manufacturers.



Beagle Ridge Herb Farm Beagleridge@gmail.com www.beagleridge.org
Manufacturer of a full line of lavender-based items. Retail, wholesale, private label.



Blue Spring Run Farm bluespringrunfarm@gmail.com www.bluespringrun.com
Sells handcrafts bath and body and culinary products to shops and wholesale vendors. honey, herbal teas and more to local boutiques and wholesale vendors nationwide.



Wayward Winds Lavender marilyn@waywardwindslavender.com www.waywardwindslavender.com
Produces and sells wholesale private label, ready-to-label, and bulk lavender products. Proven sellers, low minimums, premium products you'll be proud to call your own.

Consultants & Services

3 COW MARKETING

3Cow Marketing 3cowmarketing@gmail.com www.3CowMarketing.com
Consulting on website development, email marketing, social media.



Barn2Door www.barn2door.com
Powers farmers who sell direct --helping them increase sales, access customers, save time. We help Farmers meet Buyers' expectations through easy ordering software, services, and resources.



Alimar Labs AllisonVought@AlimarLabs www.alimarlabs.com
Private labeling for wide variety of cosmetic products, contract manufacturing, plus lab and labeling requirements information for manufacturers.



Indie Business indiebusinessnetwork.com www.indiebusinessnetwork.com
Indie Business provides entrepreneurial training services, promotional and networking opportunities, and product liability insurance to Makers and Creative entrepreneurs.

LISA D. STEWART

Lisa D. Stewart LLC lstewart@lisadstewart.com www.lisadstewart.com
Consultant and author with expertise in grant-writing.



On The Edge - Virtual Event Planners alic@ontheedgevent.com www.ontheedgevent.com
Helping build your business using Virtual Events.



PA-Wholesale sandra@positivelyaromatic.com www.positivelyaromatic.com
A Certified Organic Artisan distillery of high quality Hydrosols and Essential Oils. Offering classes in Distilling process. Health and Wellness on every level for our clients is the "why" of what we do.

Are you an USLGA Wholesale Vendor?

A Wholesale Vendor is defined as a vendor who supplies a lower-priced product in volume to farms or store for re-sale. A Retail Vendor sells directly to the consumer or end-buyer.

Minimum orders for wholesale are typically defined by the product category:

Examples of minimum orders:

Plant vendor: minimum order is often 150 plants

Lavender oil vendor: minimum order of 16-oz of oil

Bulk vendors: minimum orders are usually 5-gallons of lotion, or 5-pound bags of tea

Giftware/Package products: minimum orders are often \$250 in merchandise (sold in case-packs of 6s or 12s)

Do you like this Vendor Directory?

If you would like to be added, or have suggestions for improving this listing, please let us know.

Do you use Non-USLGA Vendors that would benefit from joining USLGA and getting listed here?
Please advise -- we'll contact them.

Mary Althoff pr@uslavender.org
Joseph Downs membership@uslavender.org