Newsletter

June 2022 Vol. 11 Issue 3

USLGA NEEDS YOU!Volunteer with our organization!





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

Willamette Valley Lavender Festival photo by Marilyn Kosel Location: Chehalem Cultural Center Newberg, Oregon

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 pior 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

As I look back at my 22, or is it 23, years as a lavender grower (so long I can't remember exactly) I think about all the different directions I tried to go with my business. Some advice for newer growers out there, don't get discouraged. It may take awhile to learn what works for you and what you enjoy doing most. Building a business can be a long and sometimes frustrating process.

Another important bit of advice: don't be afraid to ask for help, or to hire it. USLGA and it's members are a great resource for valuable information and advice. Take advantage of all USLGA has to offer. And I have rarely regretted hiring out some tasks. Especially those I'm not good at, or don't want to do. Hiring may cost money but it will help move your business forward faster, and often better, than you can do alone. Identifying someone(s) who can do the tasks you never seem to get to is a good place to start.



- Marilyn



BOARD MEMBERS

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

COMMITTEE CHAIRS

Advocacy - Lin Stuart
Education & Research - OPEN
Event - Joseph Downs & Sally Miller
Finance - Sarah Richards
Internet - Jim Morford
Membership - Joseph Downs
Newsletter - Marilyn Kosel
Nominating - Jim Morford
PR & Communications - Mary Althoff
Publications - Mike Neustrom

Staft: Webmaster - Mary Bergstrom Executive Director - Michele Hyson

Letter From the President

Dear USLGA Members,

It's June and that means busy time for the lavender growers in our organization. My farm, in Northern California, begins to show great color in May. I have been reading on the Member FaceBook Group Page that some of our growers in other parts of the Country are still evaluating their plants after a harsh winter.

The awareness of USLGA as a NATIONAL organization becomes apparent as we look at the various stages of our Member farms. Whether a member is a beginning farmer, a grower in the cold north of our country, or a farmer challenged with drought, we all support each other. Often with words of encouragement or of advice.

Let us celebrate our organization – now in its tenth year – and celebrate our members as we head into our busy harvest, festival and distillation season. Whether your season occurs in May or August, we all face many of the same challenges and successes.

I'd like to put a bug in your ear – please give some thought to lending your talents and time to our organization. You can volunteer on a committee or run for election to the Board of Directors. Just like your farm requires many skills (marketing, accounting, photography, regulatory review, etc, etc, etc), our organization needs those talents too. We are better together.

Sherri Wood USLGA President



Why Portland?

If you are coming for the conference, consider staying awhile. It's no secret that Portland has taken some hits lately but it's still the quirky and unique city it has always been. If the city isn't for you try the mountains, Columbia gorge scenic area, or the Pacific coast, all only an hour or so away. The northwest is also home to a multitude of lavender farms you may want to visit.

Here are some resources to help you plan your trip:

https://traveloregon.com/

https://www.travelportland.com/

https://localadventurer.com/things-to-do-in-portland-oregon-bucket-list/

https://www.travelportland.com/plan/maps/

https://willamettevalley.org/



You might spot the Unipiper



Forest Park, a 5,200 acre park within the city limits with more than 80 miles of trails and wildlife habitat.



Home of Voo Doo Donuts

INTRODUCING: Mammuth Farm Patrick and Pat Ebbeling Dudley, MA

by Mary Althoff, USLGA Public Relations/Communications Committee co-written by Pat Ebbeling



Husband and wife team Patrick Lawrence and Pat Ebbeling are both veterinarians. For 22 years, they have operated a small animal hospital in Central Massachusetts. They are raising five children and also steward goats, a pony, chickens, ducks, dogs, and cats. They added lavender farming to the mix in 2019. Pat relayed their story, generously sharing Mammuth Farm's plans, challenges, and how they always keep moving forward.

How did the lavender farming come into the plan? In 2016 they purchased 170 acres of farm land surrounding their house. Pat had used essential oils for years. When they started researching different ways to utilize the acreage, lavender farming was at the top of the list. Located in Zone 5b, it turned out the soil pH on their land was within range, and the pasture area they chose has moderately rocky soil and a mild slope for good drainage. Given their love of working the land and gardening, they decided lavender would be a good fit.

They broke ground in spring of 2019 with five varieties. Rows were planted and spaced so their tractor could easily mow the grass in between the rows. They used landscape fabric to cut down on weeding and opted to forgo drip irrigation. They manually watered the first spring and summer. The plants grew quickly and looked great going into fall. Their first obstacle came that winter when the deer decided to prune all 1000 lavender plants! They lost 70% of their Grosso and almost all of their Seal. Surprisingly, the Folgate, Royal Velvet, and Melissa survived and were perfectly shaped by the "contract pruners."

2020 plans included planting a few hundred more lavender plants of different varieties Unfotunatly their plant order was delayed in transit. The plants arrived in rough condition, and only a few Buena Vista and Betty's Blue survived.



In 2021, they attempted planting in "dirty rock." Pat called and visited many gravel yards looking for the proper substrate, and eventually purchased some granite dirty rock (called "crushed run" in New England). There was no preferred limestone dirty rock to be found in their area. They experimented with planting one row of about 40 plants of five lavender varieties. The plants survived the spring and summer, but never thrived and none survived the winter.

In the summer of 2021, they had their first harvest and a successful yield. But, with 2021's summer and fall came a lot of rain. The heavy rains affected Royal Velvet the most, with about a 20% loss of that variety. But with continued planning, persistence and a dose of optimism, they are hoping for a great 2022.

Mammuth Farm is currently selling dried bundles to florists and in local shops and businesses. Pat is experimenting with culinary uses, floral arrangements, sachets, teas, dryer bags, and sprays. Eventually they are planning to build a greenhouse and small store on the farm to accommodate selling directly to the public.

Pat concludes that: "The goal of the last few years has been finding out what lavender varieties grow and thrive on our farm. We have learned a lot, narrowed our focus, worked hard and met a lot of wonderful people on our journey so far. USLGA has been a great resource for us."

Contact Pat at: pael@charter.net, 508-34-4286

Meet a Regional Leader: Northwest Region Joseph Downs

of Lavender Ranch - Crescent Bar and Lavender Ranch - East Wenatchee Quincy, Washington



Northwest Region includes Alaska, Washington, Oregon, Idaho, Wyoming, & Montana

Q 1: What brought you into the lavender industry?

After a long and successful career as a basketball player and an educator in Tasmania, Australia I retired from both and moved back to my home town of Quincy, Washington, to spend more time with my elderly parents on the family farm. I started a lavender plant nursery and began delivering plants all over the US. Questions from farmers I met piqued my interest in making lavender products as well. I started going to local farmers markets to test my products and to gather more ideas for new products. This was a valuable experience for me and spurred the growth of my involvement in the lavender industry.

Q 2: Tell us about your farm and business model.

The names of my two farms are Lavender Ranch - Crescent Bar and Lavender Ranch - East Wenatchee. The farms are 18 miles apart, but 7-10 days different in growing zones. This benefit is crucial to the success of my wholesale fresh bundle sales. Lavender Boutique, "The one stop shop for everything lavender" is the name of my store and where we sell products from both farms. I have 42 different culinary products, 80 health and beauty products, 19 products in the Manly Man line, 19 products in the gift line, and four different types of jewelry in my essential oil bracelet line.

Recently, we completed an upgrade of the farm facilities and now have an event center and Air B&B at Lavender Ranch - Crescent Bar farm. Those two identities are called Lavender Estates and Riverview Suites, respectively. We regularly hold classes for teaching lavender crafts such as wand making, lavender wreaths, both fresh and dried holiday wreaths, bouquets, and candle making. I do custom distilling, and teach classes in distillation as well. I also do custom bud stripping and cleaning. In 2020, I began offering custom consultation to people wanting to get started in the lavender industry.

Q 3: Why did you want to be a regional leader?

My 23 years as an educator taught me the real power of knowledge is achieved when your knowledge is shared with others. In addition, it is short-sighted to keep knowledge and experiences to yourself when it can benefit others. I have applied the same belief to my life as a lavender farmer. I enjoy sharing my learning experiences with others, and learning from others' experiences, thus, gaining new knowledge that could be applied to my journey in the lavender industry.

Contact Joseph Downs: 509-797-3904, info@thelavenderboutique.net Joseph is also Chair if the USLGA Membership Committee, and Co-Chair of the Event Committee for the upcomming USLC in Portland, OR.





USLGA Celebrates 10 years! Musing from our Past Presidents:

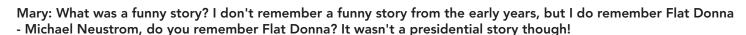
Mary Bergstrom and Mike Neustrom by Michelle Hyson, USLGA Executive Director

Un observence of the USLGA's 10th appiversor

IIn observance of the USLGA's 10th anniversary,
Mary Bergstrom and Mike Neustrom were asked the following questions:
What was the funniest story from your presidency?
What was the hardest thing?
How has USLGA changed?
Where do you see USLGA in five years?

Here are their musings:

What was the funniest story from your presidency?



Mike: The funniest thing that happened early on (Mary B was President then) was our expectations were so low. We did not think we'd get to 50 members.....ever!

And there was Donna Anderson, a looooooong time lavender grower that had attended every conference up till 2015 but could not come in 2015. So I made a cut out of her so she could "go" to the conference. I think Flat Donna made it to Donna in the end... I think Sandra Shuff took it to her the following summer.

Mary: Speaking of Flat Donna:

What was the hardest thing?

Mary: What was the hardest thing? It was just that everything was uphill, there was so much to do, so much to consider, so much unknown. Sure, some said we wouldn't succeed, but that wasn't an issue. The people on the Organizing Committee and early Board had to run their businesses, put hours of work into creating this new thing, and deal with me constantly bugging them for something. We knew the USLGA was needed, and we had to take care in forming it to care for our future members.

Mike: The hardest part of getting started was nobody knew how to start a national organization, and it was a painstaking process of just finding out what we didn't know and learning how to do all the components. With a LOT of meetings (every two weeks board meetings with the committee teams meeting and working in between) to draft the separate pieces of the PnP. Each piece of the committees' input was debated among ourselves to hammer out details and salient values to entrench into the mission and organization. Then we had to defend our stances at the Board meetings to get agreement across the group. We had some truly heated conversations to get to a consensus, but it also brought us all incredibly close. Mary was a taskmaster, but she lacked the knowledge of what it was like to also run a farm while doing these tasks. She learned real fast once she and Tim set up their farm in SC. I loved teasing her about her 'I don't have time to do that' comments then.

Continued next page



Mike Neustrom and crew Prairie Lavender Farm Bennington, KS



Mary and Tim Bergstrom Southern Hills Lavender Greer, SC

Continued from previous page

Mary: Michael Neustrom - you were president when I blew up phytophthora. And that was incredibly hard navigating gathering data, not being able to call out people because we could get sued, trying to educate members (and trying to educate those that truly had no understanding of plant science) - and all the while the sources saying it wasn't an issue and there is no national (USDA) support because lavender isn't a crop like corn/wheat, etc. If USLGA hadn't existed then, we would have taken our test results and shared them with some fellow lavender growers, but that would probably have been it. There definitely wouldn't be the practice of "testing before planting".

How has USLGA changed?

Mary: In the last 10 years, USLGA has changed in almost every way due to it's incredible growth. What hasn't changed is our mission and the people who give of themselves! The mission was poured over and carefully crafted and it still stands today. No matter how many members there are, our mission is our heartbeat whether we use email or Facebook or add another committee. Those giving their time and ideas on the Board and committees are our lifeblood. We have people still around who were here from the very beginning and they, along with newer volunteers, give their all and care for our industry and our members.

Mike: How has it changed? OMG, it flourishes despite our limited expectations. I also figured out fairly quickly that the hours now required for the executive team were way more than was reasonable for anyone to expect to volunteer. That's when I broached the subject of hiring a full-time Executive Director early last year. I was able to give the time, but it was not fair or reasonable to expect the successive Presidents, Vice Presidents, and treasurers to do that. The Secretary's role hasn't changed that much. Although we did envision that position helping document the history of USLGA as we went along.

Where do you see USLGA in 5 years?

Mary: That's a great question. With the addition of the new Executive Director, I look forward to seeing what long-time wait-listed projects get dusted off or what discussions about priorities are had. I don't see the interest in lavender going away from backyard gardeners to hobby growers to growers with large acreage, so I see USLGA growing and increasing.

Mike: Where are we 5+ years down the road? I was and am terrible at visioning. Mary is good at that and I always marveled at her ability. I knew I was not the one to see the big picture ahead, and we needed someone with those skills. I think with both Sherri Wood and Julie Hausholter in place on the Board, I believe USLGA is in good hands. I couldn't be happier about the prospects for the organization. Also, Executive Director Michele Hyson has been a godsend!



"Flat" Donna Anderson with Julie Haushalter at USLC 2015

USLGA Vendor Spotlight: Heartfelt Tidbits of Creativity



By Mary Althoff, USLGA Public Relations/Communications Committee

Diane Rasch and her husband were visiting the Sequim Lavender Festival some years ago. In an attempt to get away from the crowds of people in town for the festival, they found a "quieter farm" to visit. The farm owners gave them a personal guided tour. Diane (a life-long crafter) later sent them a hand-made card to thank them for the lovely experience. The owners loved the card, and wanted to sell them in their shop.

So, it began! Heartfelt Tidbits of Creativity now offers beautiful handmade lavender-design greeting cards with die-cut art work and embellishments. Diane devotes some of her profit to increase awareness of individuals with brain injuries. Each year sends cards to those with brain injuries whom she's met through support groups. She hopes to expand the "Birthday Card Project" to all of Washington and beyond.

Cards are available in two formats: paper die cut art, and die-cuts made of plantable wildflower seed paper. Her best sellers are three assortments: paper die cut designs, plantable die cut designs, or a mix of both. Minimums from \$120 to \$132.

Contact Info: Diane: 815-621-1788, htcreativity@yahoo.com, FB: heartfelttidbitsofcreativity



Plantable die-cut designs



Paper die-cut designs



Plantable butterfly designs

USLGA Wholesale Members Directory

Members who sell wholesale to lavender farms and shops.

The USLGA Wholesale Vendor Directory is emailed to all members on the first of every month Be on the lookout for it or find it here anytime: https://www.uslavender.org/wholesale-vendor Where we can, let's support our own.

What you will find:

- 45+ members who sell wholesale to other members, and the world beyond
- 9 categories of products with 85 listings
- Listings by state, to help you find suppliers near you

Help us help you:

- If you would like to be added to the directory, or want to edit your listing, please let us know by the 10th of the month for the next month's edition.
- Do you have suggestions to improve the directory? Please submit them.
- Do you use non-USLGA vendors who would benefit from joining USLGA and being listed in the directory? Please encourage them to join. Or let us know and we will contact them.

Contact Mary Althoff - pr@uslavender.org or Joseph Downs - membership@uslavender.org



U-pick baskets are ready, photo by Marilyn Kosel

USLGA Vendor Spotlight: Peace Tree Farm



By Mary Althoff, USLGA Public Relations/Communications Committee

Peace Tree Farm is located in Kintnersville in the countryside of Bucks County, Pennsylvania. Located on an historic 25 acre farm, they grow quality plants in 1.5 acres of greenhouses.

Our growing practices combine an innovative biological pest control system with state-of-the-art greenhouse technology resulting in growing better plants using sustainable practices. Growing specialty lavenders, organic herbs, and vegetable plants, we provide growers with pre-finished and young plants, and offer fine quality finished plants to independent garden centers, botanical gardens, museums, estate gardeners and horticultural groups.

Lavender is the star of our show, and we offer the very best lavender cultivars for both landscape and harvesting – including our very own Peace Tree Farm cultivar creations: L. x int. Phenomenal® and L. x int. Sensational!®. Both are sturdy cultivars and pictured here.

We can help assist in the selection of cultivars best suited to your area. Other lavender varieties offered by Peace Tree Farm include: L. ang. Hidcote Blue, L. ang. Big Time Blue, L. ang. Melissa Lilac, L. x int. Edelweiss (white lavender), and L ang. Munstead. As of 2022, we offer multiple sizes of our lavenders: 51 count trays, 72 count trays, and Quart containers. Pick-up or shipping is available in contiguous United States and Canada. Minimums set per size (51, 72, or Qt), and can be mixed to meet minimum.

Contact Info: 610-847-8152, info@peacetreefarm.com, www.peacetreefarm.com



L. x int. Sensational (L) L x int. Phenomenal (R)



Available plant sizes



Plants ready to ship

Show Us Your Packaging

We asked, you answered! Look at these submissions from USLGA members of some of their product packaging.

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













Promote!

Ways to promote your farm, festival, and business.

On the USLGA website:

Promote your farm or business on the Find A Farm map. The Find A Farm map is updated monthly.

- (1) Log on to www.uslavender.org
- (2) Hover over Member Area tab. Click on Member Profile.
- (3) Fill in the public address information in your member profile.

Promote via the new USLGA Discover Lavender area on the website:

Promote your farm and business by providing lavender content. Categories include recipes, relaxation & self-care articles, lavender crafting instructions, and/or backyard gardening with lavender. Send your content in an email to pr@uslavender.org

Promote the industry and your farm by creating a video tour of your farm. Record a virtual tour of your farm. Talk about your favorite spot, interesting facts, or your favorite place to entertain. Include children and animals, or perhaps your children or grandchildren would like to add some advice.

Post your events and festivals on the USLGA Calendar:

- (1) Log on to www.uslavender.org
- (2) Hover over Learning Center tab on the top menu bar and click on Membership.
 (3) Click on Get Involved, then select Post an Event.

If you're a wholesale vendor selling goods to other businesses, be sure you are listed in the USLGA Whole sale Vendor Directory. Send an email to pr@uslavender.org

At the Local Level:

Utilize your Farm's own FB, Instagram, and Website – be sure to capture visitor email addresses whenever possible.

Utilize local media like area event calendars. Most Chambers, local newspapers, and some community websites will have them. Most are free.

Find your local and regional tourism organizations. Get on their calendars and provide them with promo tional materials to distribute.

Eblast - Send Periodic Emails to your customers email list. Announce events and activities.

Invite local groups to meet at your farm: book clubs, garden clubs, Girl Scouts, and civic groups are a few of the many possibilities.

Share or sponsor an event with other local farms and businesses.

State Level and Broader:

Tourism: List your farm/events on the calendar of events in various areas of your state, day trip sites, travel advisor sites, community calendars for example.

Consider creating a newsletter to be sent regularly to anyone who signs up. It may take some time to grow your list, but newsletters have proven to be very effective.

Introducing: Discover Lavender Coming to the USLGA website soon

We are pleased to announce the USLGA website will soon feature a new section entitled Discover Lavender.

Discover Lavender will provide the general public with lavender information they frequently search for. Content will be organized in the following categories:

Lavender Recipes

ABCs

Beverages

Appetizers

Entrees

Sides

Desserts

Lavender Relaxation & Self-Care

Aromatherapy

Bath & Body

Essential Oils

Hydrosols

Take advantage of this added member benefit brought to you by USLGA

Lavender Crafts

Backyard Gardening with Lavender

Virtual Lavender Farm Tours

The initial content was gathered from previous newsletters and from existing member content, which members were nice enough to share. We are now requesting all members share valuable content for this section.

Please send us your content for any and all categories above. Be sure to include:

Farm/Company Name

City/State

Title

Photos and/or videos

This is a great opportunity to showcase your farm and your businesses to the general public.

The USLGA Public Facebook will be promoting Discover Lavender. With current Facebook recipe postings receiving thousands of likes, we anticipate Discover Lavender will experience a large number of visits from the public.

Be a part of this exciting new feature and submit your content today to pr@uslavender.org!

Opportunity to win \$100 off USLC registration! Graphic Design Contest

For the USLC t-shirt and other materials.

The Event Committee is excited to announce the theme of the 2023 conference. The conference will be held on January 26-28 in Portland, Oregon. The theme is: Cultivating Connections: Learn, Grow, Refine

Wherever you are in your lavender career this conference will have something for you. Organizers are offering a chance to win \$100 off your registration AND a free T-Shirt. To compete for this prize they have created a little friendly competition for our artistic (or "wannabe" artistic) members.

The prize:

\$100 off USLC registration Free USLC 2023 T-Shirt

Timeline:

Contest opens June 6, 2022 Submission deadline is June 20, 2022 Winner will be notified by June 27, 2022 The winning artwork will be unveiled July 1, 2022

Guidelines:

USLGA is looking for original artwork (except the USLGA logo if used) with interesting, fun, and fresh images. Please note: participants agree the artwork will become the property of USLGA and is to be used in or on any or all conference-related materials and promotions, printed or digital.

Elements to include:

- "USLC 2023"
- "Cultivating Connections: Learn, Grow, Refine"
 The graphic may also include:
 January 26-28, 2023
 Portland, Oregon

What NOT to include:

- No copyrighted work
- No photos

Artwork specifications:

- Design may not exceed 11" wide by 12" high.
- Design will appear on the front of a solid-color shirt and possibly other materials.
- The design will be printed in up to two solid colors. Gradients and transparencies cannot be incorporated. Design must be wholly original. By submitting a design, you are guaranteeing that you hold original rights to everything in it, that it may be printed on distributed t-shirts, and that it does not contain any copyrighted material.
- It's recommended to render your design in Adobe Illustrator or a similar design program.
- Entries should include the original file, a vector-based EPS file, and a high-resolution JPEG or PDF file.
- Entries become the property of USLGA.
- USLGA reserves the right to make adjustments to all entries, including the colors of the design and the shirt.
- Submit artwork in black and white OR use the approved colors -- see attached at the bottom of this email.

Please submit artwork to info@uslavender.org.



USLGA Website Facelift: Members Area and the Learning Center

It seems like many things are being "rebooted" these days. We have "rebooted" too! USLGA has given a face-lift to the Members Area and Learning Center. The Members' Area is consolidated and The Learning Center is easier to access and includes more information. The Learning Center now houses the USLC 2021 videos, education, and membership information in an easier-to-find structure.

Here is some of the information you will find in the Members Area and Learning Center:

- How to be listed on the Find a Farm map.
- How to add a secondary grower or affiliate member to your membership.
- See the latest Front Porch videos from Education and Research Committee.
- Learn about the benefits of participating in you USLGA region.
- Also submit an event on the public calendar, volunteer for a committee, and read past newsletters.
- Beneficial FAQ's for both old and new members.

If you previously had access to view the USLC 2021 Recordings – they are still available, and easier to find. From the main menu, choose Learning Center, Conference Resources, then select USLC 2021 Recordings.

You will find the same listings of recordings and resources under Sponsors and Exhibitors, Growers Conference and Discover Lavender. Click on each session to view the recording.

Thank you for being a USLGA Member!



