

Wool Pools and collective fiber purchasing houses:

- Finger Lakes Wool Pool, Seneca Falls NY - Spring
 - Contact: Mark Harth – (607)546-2341
- Southern Adirondack Wool Pool, Greenwich NY - Summer
 - Contact: MJ Packer – (518)692-2700
- Dutchess County Wool Pool, Rhinebeck NY – Summer
 - Contact: Lindsey – (207)683-2251
- Northern NY Wool Pool, Canton NY – Fall
 - Contact: Betsy Hodge - (315) 379-9192
- Southern Tier Wool Pool, Morris NY - Fall
 - Contact: Amy Glaser - (607) 351 8691
 - crookedcreeksheepandwool@gmail.com
- Battenkill Fiber Mill purchases CLEAN wool and other animal fibers year-round for their commercial customers (518)692-2770
- Alpaca Fiber Purchasing Options- NEAFP
https://www.neafp.com/index.php?dispatch=pages.view&page_id=207

Direct Sales considerations:

- To decide on using an EIN, TIN, or Social Security Number contact a business consultant to help you make that decision – local credit unions often have small business consultants on staff to help local business owners make these decisions.
- Certificate of Authority to collect sales tax - talk with NYFarmNet, Small Business Administration (SBA), an/or you tax preparer more about this.
- Sales tax varies depending upon location, and product being sold (i.e., NYS schedule H exemption)

Fiber festivals (a short list – for a full list visit <https://localfiber.org/regional-fiber-events/>)

- Adirondack Wool & Arts
- CNY Fiber Frolic
- Fiber Flurry
- CNY Fiber Festival
- Finger Lakes Fiber Festival
- WNY Fiber Festival
- Endless Mountains Fiber Festival
- New York Sheep & Wool Festival
- etc...
- There are also a variety of out of state fiber festivals and non-fiber specific festivals – check to see what is in your area (craft, harvest, art...)

Definitions

- Artisan Market – Wool sold raw or scoured to an artisan who will then process the fiber based on their desired product. This is a type of direct market where the artisan is considered the end consumer.
- Classing (grading) – Grouping similar types of wool together (color, length, micron, breed categories, etc.). This is often performed at wool pools to increase the value of the clip sold. It is recommended that producers who sell value-added goods and to the artisan market do this to identify best wool for a given product and/or market.

- Commodity – An economic good that can be bought or sold; a good or service whose wide availability typically leads to smaller profit margins and diminishes the importance of factors (such as brand name) other than price (Merriam Webster)
- Consignment/commission – When the retailer pays the supplier (producer) after the item is sold.
- Direct market – Marketed directly to the end consumer.
- Skirting – Undesirable portions of the fleece are removed (tags, stained wool, sweat locks, second cuttings, burdocks, etc.). It is important that wool going to **any** of the markets is at least skirted.
- Value-added – Producer managed supply chain from raw wool to finished product (yarn, knitted goods, felted goods, etc.) Usually processed at a mill but may also be processed ‘in house’. Typically associated with direct markets or wholesale markets
- Wholesale market – Sold to a retailer who then sells it to the end consumer. Wholesale prices are typically lower than direct market process but can be seen as beneficial in that the producer has a ‘guaranteed’ outlet for their goods (knows the price they will receive and the quantity they will sell). Wholesale price will vary and should be discussed prior to contract. Often an agreement of a consistent final price is established to decrease competition of goods.
- Wool pool – A wool pool is a group of producers who combine their wool for marketing (usually managed as a cooperative), resulting in enough wool that it can be separated (classed) and sold according to type and quality.

Online Resources:

Overview - <http://www.sheep101.info/201/woolmarketing.html>

Coats

- <http://www.rockysheep.com/>
- <https://www.sheepman.com/shop/blankets-covers/year-round-sheep-covers/>

Collective Alpaca fiber opportunities:

- https://www.neafp.com/index.php?dispatch=pages.view&page_id=207

Ecommerce & website platforms

- https://agriculture.vermont.gov/sites/agriculture/files/doc_library/Online%20Ordering%20Options%20for%20Farms.pdf
- <https://youngagrarians.org/ecommerce-farmers/>

EIN

- <https://www.irs.gov/businesses/small-businesses-self-employed/apply-for-an-employer-identification-number-ein-online>

Fiber Festivals in the region - <https://localfiber.org/regional-fiber-events/>

Genetics

- https://casey.ca.uky.edu/files/asc220_basic_sheep_genetics.pdf
- <https://www.woolwise.com/educational-resources/crc-for-premium-quality-wool-resources/wool-production-2/theme-wool-production-role-genetics-wool-production/>

NSHIP - <http://nsip.org/>

NYFarmNet - <https://www.nyfarmnet.org/>

NYS Sales Tax

- https://www.tax.ny.gov/pubs_and_bulls/tg_bulletins/st/how_to_register_for_nys_sales_tax.htm

Sales tax rates - <https://www.tax.ny.gov/bus/st/rates.htm>

SBA - <https://www.sba.gov/local-assistance>

Shearing - <http://www.sheep101.info/201/shearing.html>

Supply Chain - <https://localfiber.org/events/creating-value-added-products-from-your-fiber/>
Wholesale & Consignment =

- <https://cuttingforbusiness.com/how-to-get-handmade-products-into-stores/>,
[https://www.madeurban.com/blog/10_steps_to_get_your_handmade_products_in_bo
utique/](https://www.madeurban.com/blog/10_steps_to_get_your_handmade_products_in_bo_utique/)

Wool Pool

- [https://e65bb35f-d542-4e6f-ba3a-
3fb5f6eb93a9.filesusr.com/ugd/713235_4b121e08b8d44e8fa553408343c7a086.pdf](https://e65bb35f-d542-4e6f-ba3a-3fb5f6eb93a9.filesusr.com/ugd/713235_4b121e08b8d44e8fa553408343c7a086.pdf)
- [https://e65bb35f-d542-4e6f-ba3a-
3fb5f6eb93a9.filesusr.com/ugd/713235_397af8bd37094b27b8098426d5650353.pdf](https://e65bb35f-d542-4e6f-ba3a-3fb5f6eb93a9.filesusr.com/ugd/713235_397af8bd37094b27b8098426d5650353.pdf)

Navigate the NYS animal fiber supply chain resources

Websites

- <https://localfiber.org/creating-value-added-products-from-your-fiber/>
- <https://www.sheepusa.org/>
- <http://nationalmillinventory.com/>

Organizations

- <https://hvtextileproject.org/>
- <https://localfiber.org/>
- <http://www.empirealpacaassociation.com/>
- <https://www.dcswga.org/>
- <https://www.sheepusa.org/>

Fiber Festivals

- [https://www.dutchessfair.com/the-fairgrounds/all-events/new-york-state-sheep-wool-
festival/](https://www.dutchessfair.com/the-fairgrounds/all-events/new-york-state-sheep-wool-festival/)
- <https://www.adkwoolandarts.com/>
- <https://cnyfiberarts.org/>
- <https://gvhg.org/fiber-fest/>
- A comprehensive list of fiber festivals scheduled throughout the year in the NE:
<https://localfiber.org/regional-fiber-events/>

Please do not hesitate to contact me, Dana M Havas, if you have any further questions or comments.
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