- Saves farms expense of setting up their own shop
- Share work load setting up booth and staffing it
- Platform to test new products before big investment

- Create Wool Products
- Pricing Guidance
- Yarn Label & Tag Design
- Packaging for Yarns, Roving, Raw Fleece etc.
- Display Presentation

- Tents, display fixtures, signs, sales books
- LVSPA pays booth fees
- Credit card acceptance
- Accounting and tax management

- Existing Events
  - Rhoades Center Fair
  - Shenandoah Valley Fiber Festival
  - Fall Farm Tour
  - Lending Craft Farm Market

- New 2019 Events
  - Master Gardener Symposium
  - Fiber Bazaar at Art Center
  - Spring Farm Tour
  - Monocle Fiber Festival
  - Larry Heritage Festival

61
Total Income for Farms for 2010 Sales

$ 15,674

<table>
<thead>
<tr>
<th>Year</th>
<th>$</th>
<th>Farms</th>
<th>Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>1,175</td>
<td>9</td>
<td>1</td>
</tr>
<tr>
<td>2007</td>
<td>4,229</td>
<td>12</td>
<td>2</td>
</tr>
<tr>
<td>2008</td>
<td>5,570</td>
<td>14</td>
<td>3</td>
</tr>
<tr>
<td>2009</td>
<td>7,700</td>
<td>19</td>
<td>4</td>
</tr>
<tr>
<td>2010</td>
<td>15,674</td>
<td>19</td>
<td>9</td>
</tr>
</tbody>
</table>

Bazaar on 21st Street
Fairfield, Virginia

LVSPA products to support wool shop expenses

2010 LVSPA Calendar

Original LVSPA Knit Patterns
Ashur's Sweater Jacket
Pattern $6.00
Knit Kits use Member's Yarns

- Management of Volunteers
- Key Leader for each event
- Balance the volunteer workload
- Reimburse for travel costs
- Standardize set up / teardown
- Generate Lessons Learned

- Continue to Refine "our" market - Quality products and locations
- Variety of Products - fleece to finished products
- Support wool producers through "knowledge" improvement of staff
- Various of forms of payment accepted (Cash, Check and Credit/Debit Cards)

- Sponsor Education Classes
- LVSPA Website Sales
- Become Independent from LVSPA?
- Expand Farm Membership to State wide or by Region
- Ideas ???