

MOUNTAIN



Irene VanderVegt-Gibson
VanderVegt Dairy
Paul, Idaho

We are Dairy Farmers of America, Inc., a milk marketing cooperative owned by nearly 17,000 dairy farmers across the United States. Our Cooperative is separated into seven regional Areas to ensure grassroots representation and marketing efficiencies.

The Mountain Area represents 345 member dairy farms, producing 5.4 billion pounds of milk annually. The geographic area is divided into 19 districts and covers eight states.

Members in each district select one representative to serve on the Mountain Area Council (MAC). The Area Council monitors the marketing of milk and local issues. From this governing body, representatives are elected to serve on DFA's Board of Directors. Currently, four MAC members serve on DFA's Board.

Additionally, the Mountain Area has representation on DFA's Resolutions Committee. This committee helps determine policy guidelines for the Cooperative.

Mountain Area members also elect delegates to represent the Area when a member vote is needed at the national level.



MOUNTAIN AREA MILKSHED:

DFA-Owned Plants* Manufacturing and Ingredients

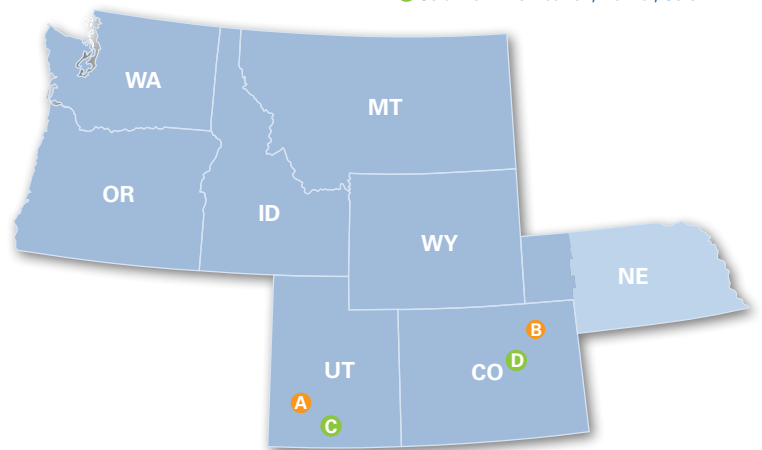
- A Beaver, Utah
- B Fort Morgan, Colo.

DFA Affiliate Plants* Fluid Affiliate

- C Stremicks Heritage Foods, Cegar City, Utah

Manufacturing Affiliate

- D Cold Front Distribution, Denver, Colo.



345 member farms
15.6 million pounds average annual production per member
5.4 billion pounds annual milk production

Mountain Area members provide milk for these leading customers:

Brewster Dairy, Inc. | Dean Foods | Glanbia | Leprino Foods
Kroger | LALA USA | Safeway Foods, Inc. | Sorrento Lactalis

*Nationally, DFA owns 21 plants and invests in 51 plants with affiliate partners.



Cory Gillins
Gillins Dairy
Minersville, Utah.

The Value of Membership

Our services and programs assist members in increasing profitability and efficiency on their farms.

SERVICES

- Dairy Risk Management Services (DRMS) — price risk management tools
- Dairy Grazing Services (DGS) — pasture-based dairying resources and consulting services
- Agri-Services Agency (ASA) — health and workers' compensation insurance programs
- Eagle Dairy Direct® — purchasing programs for farm supplies at reduced prices
- Dairy Energy Services (DES) — energy audits and renewable resources
- Agri-Max Financial Services — farm lending and leasing options
- Grainger — discounts on Grainger purchases

PROGRAMS

- Custom lab services
- Professional on-farm field service
- Quality Assurance Program
- Quality Pricing Program
- Volume Pricing Program
- Dairy Educational Political Action Committee (DEPAC)
- DFA Gold Standard Dairy Program
- DFA Cares Foundation — community giving and scholarship program
- myDFA — personalized website
- mySecurity — on-farm biosecurity and emergency preparedness program
- Young Cooperator Program
- Political Action Trust/Political Action Committee (PAT/PAC)

Area Leadership



Les Hardesty
Chairman
Dairy Producer
Greeley, Colo.



Greg Yando
Chief Operating Officer



Dairy Farmers of America

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