

SOUTHWEST



Scott Boening
Boening Bros. Dairy
Floresville, Texas

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 of members and marketing efficiencies.

The Southwest Area represents 349 member dairy farms, producing 8.3 billion pounds of milk annually. The geographic area is divided into 19 districts and covers five states.

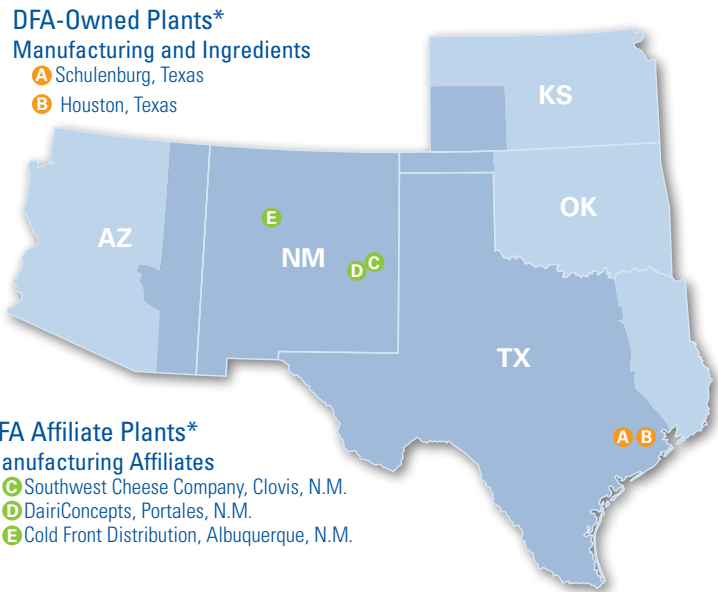
Members in each district select one representative to serve on the Southwest Area Council (SWAC). The Area Council monitors the marketing of milk and local issues. From this governing body, representatives are elected to serve on DFA's Board of Directors. Currently, six SWAC members serve on DFA's Board.

Additionally, the Southwest has representation on the Resolutions Committee. This committee helps determine policy guidelines for the Cooperative.

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



SOUTHWEST AREA MILKSHED:



349 member farms
23 million pounds average annual production per member
8.3 billion pounds annual milk production

Southwest Area members provide milk for these leading customers:

- Blue Bell | Borden | DairiConcepts | Daisy Brand
- Dannon | F&A Cheese | J.M. Smucker | Leprino Foods
- Oak Farms Dairy | Schepps Dairy | Southwest Cheese

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



Brian Kainer
Kainer Dairy
Weimar, Texas

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
- 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
- Natural Disaster Program
- 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

Area Leadership



Wayne Palla
Chairman
Dairy Producer
Clovis, N.M.



David Jones
Chief Operating Officer



Dairy Farmers of America

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