

# WESTERN

Mathew Ornellas  
Ornellas Dairy  
Tracy, Calif.

**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 Western Area represents 332 member dairy farms, producing 6 billion pounds of milk annually. The geographic area is divided into ten districts and serves California, Nevada and extends into parts of Arizona.

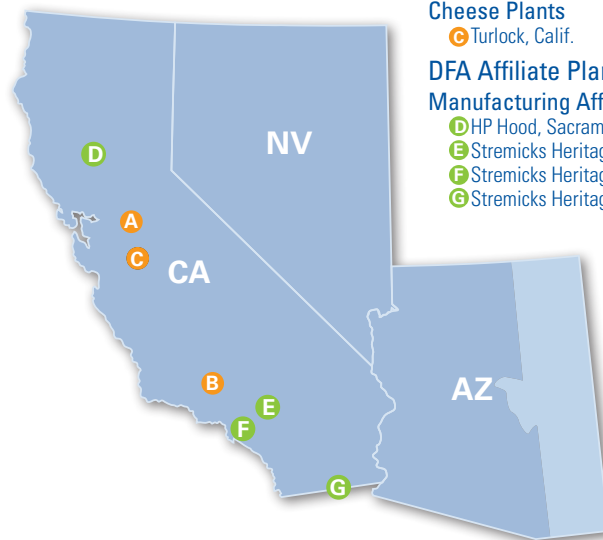
Members in each district select representatives to serve on the Western Area Council (WAC). The Area Council monitors the marketing of milk and local issues. From this governing body, representatives are elected to serve on DFA's Board of Directors. Currently, five WAC members serve on DFA's Board.

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

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



## WESTERN AREA MILKSHED:



### DFA-Owned Plants\* Manufacturing and Ingredients

- A Hughson, Calif.
- B Ventura, Calif.

### Cheese Plants

- C Turlock, Calif.

### DFA Affiliate Plants\* Manufacturing Affiliates

- D HP Hood, Sacramento, Calif.
- E Stremicks Heritage Foods, Riverside, Calif.
- F Stremicks Heritage Foods, Santa Ana, Calif.
- G Stremicks Heritage Foods, Mexicali, Mexico

332 member farms  
18 million pounds average annual production per member  
6 billion pounds annual milk production

### Western Area members provide milk for these leading customers:

Dean Foods | Stremicks | HP Hood | Kraft | Leprino Foods  
Foster Farms | Super Store Industries

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



Steve Reisenbeck  
Wagner Dairy  
Escalon, Calif.

## The Value of Membership

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

### FARM 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

- Professional on-farm field service
- Protein Pricing Program
- Quality Assurance Program
- Quality 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



**George Mertens**  
Chairman  
Dairy Producer  
Sonoma, Calif.



**Glenn Wallace**  
Chief Operating Officer



Dairy Farmers of America

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