The Idaho dairy industry has reached yet another milestone in its long, rich history. Dairy West is a new entity, created to further the interest of the Idaho dairy industry in a way, which offers expanded opportunities to farm families, processors and industry partners. The mission of Dairy West is simple: *Create a world where farmers and the dairy industry prosper and, together, build healthy communities around the globe.* We come together as chairmen of organizations working side-by-side, continually discovering ways to keep the interests of our dairy industry at the forefront of innovation and advancement. Through the efforts of our business development, research, animal care, environmental stewardship, nutrition education and community support – our dairy community has never been stronger. Together, we support our dairy families, our businesses and the growth of markets domestically and overseas. Our focus remains clear – to create an environment in which the dairy industry prospers. We strongly believe that our collective efforts will yield greater results and we approach Dairy West with a spirit of collaboration, unity and vision.

**Letter from the Chairmen**

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**Tom Dorsey**
CHAIRMAN – DAIRY WEST

**Pete Wiersma**
PRESIDENT, IDAHO DAIRYMEN’S ASSOCIATION

**Mike Segeirsema**
CHAIRMAN, IDAHO DAIRY PRODUCTS COMMISSION
Bernie Teunissen, a third generation descendent of dairy-farming Dutch immigrants, relocated his family and their dairy operation from Chino California to southwest Idaho in the late 90’s. The Teunissens built their Caldwell dairy farm, including a carousel milking parlor, on land that was previously used to farm sugar beets. They named their farm Beranna Dairy, melding his name with his wife’s name, Anna.

Beranna Dairy has been in operation for 17 years. Their sons B.J. and Derek have taken over the day-to-day management of the dairy. Their daughter Sarah Van Vliet is married to Ryan Van Vliet, a dairy farmer in Parma. Bernie’s brother, Frank also operates a dairy as well as other family members around the state. “We’ve mostly raised our kids here, our daughter is now married and has a boy and two daughters of their own, and we have two sons that work on the dairy with us,” Bernie said. “We’re very thankful we can work with them every day. It’s always a fun experience to come to work and talk to them and see how they are doing. That’s something that we cherish very deeply. The heritage of farming is something we are very proud of and take very seriously.”

The Teunissen family was selected as the 2017 Canyon County Farm Family of the Year. Bernie has served on the United Dairymen of Idaho Board of Directors as a member of the Idaho Dairy Products Commission since 2009.
Leadership

**Dairy West Board of Directors**

- Tom Dorsey, Chairman (Marsing, ID)
- Steve Ballard, Vice-Chairman (Gooding, ID)
- Josh Webb, Treasurer (Declo, ID)
- Dan Gilbert, (Blackfoot, ID)
- John Brubaker, Secretary (Buhl, ID)
- Mike Siegersma, (Nampa, ID)
- Tony VanderHulst, (Wendell, ID)
- Clint Jackson, (Meridian, ID)
- Winfield Anderson, (Blackfoot, ID)

**Idaho Dairy Products Commission Board of Directors**

- Mike Siegersma, Chairman (Nampa, ID)
- Brian Esplin, Vice Chairman (Shelley, ID)
- John W Wright, IDPC (Wendell, ID)
- Bernie Teunissen, IDPC (Nampa, ID)
- Tom Dorsey, (Marsing, ID)
- John Brubaker, (Buhl, ID)
- Dan Gilbert, (Blackfoot, ID)
- Dave Veenhouwer, (Jerome, ID)
- Kim Korn, (Terreton, ID)

**Idaho Dairymen’s Association Board of Directors**

- Pete Wiersma, President (Buhl, ID)
- Arie Roeloffs, Vice President (Wendell, ID)
- Don Heida, Secretary/Treasurer (Kuna, ID)
- Kim Wolfley, (Blackfoot, ID)
- Willie Bokma, (Twin Falls, ID)
- Tony DeWit, (Wendell, ID)
- Ted Vander Schaaf, (Kuna, ID)
- Chris Stevenson, (Jerome, ID)
- Allan Swainston, (Preston, ID)

**Dairy West Staff**

- Karianne Fallow — CEO
- Cindy Miller — Vice President - Integrated Communications
- Crystal Wilson — Vice President - Health and Wellness
- Jason Kajkowski — Vice President - Finance
- Eric Bastian — Vice President - Industry Relations
- Shawna Hagerty — Director of Operations
- Pam Fry — Director of Finance
- Greg Kraller — Integrated Communications Manager
- Jaclyn St. John — Health and Wellness Manager
- Chelsea Schoenfelder — Health and Wellness Manager
- Calla Chapin — Health and Wellness Coordinator
- April Bruns — Health and Wellness Manager
- Melinda Petersen — Producer and Community Relations Manager
- Crystal Qualio — Business Coordinator

**IDA Resolutions Committee**

**DISTRICT I**

- Kevin Tlucek
  Melba, Idaho
- Rudi DeWinkle
  Melba Idaho
- Pete Doornenbal
  Caldwell, Idaho

**DISTRICT II**

- Craig Vanderham
  Wendell, Idaho
- Joe Demelo
  Jerome, Idaho
- Don Gaalswyk
  Castleford, Idaho

**DISTRICT III**

- Winfield Anderson
  Blackfoot, Idaho
- Mike Loveland
  St. Anthony, Idaho
- Alan Reed
  Idaho Falls, Idaho

**IDEAL Board of Managers**

**DISTRICT I**

- Don Heida
  Kuna, Idaho
- Lou Murgovitio
  Boise, Idaho

**DISTRICT II**

- Arie Roeloffs
  Wendell, Idaho
- Don Taber
  Shoshone, Idaho

**DISTRICT III**

- Kim Korn
  Terreton, Idaho
- Lynn Keetch
  Montpelier, Idaho

**IDA Staff**

- Rick Naerebout — Chief Executive Officer
- Bob Naerebout
- Dr. Stephanie Kulesza — Environmental Programs Director
- Megan Satterwhite — Nutrient and Water Management Technician
- Ryan DeWit — Dairy Workforce Training and Safety Specialist
- Kady Hurlock — Communications Specialist
**History of UDI**

The United Dairymen of Idaho (UDI) was established in 1980, with the mission to provide Idaho’s dairy farm families with resources to support a prosperous Idaho dairy industry. Through coordinated marketing and communications programs, nutrition counseling and research programs, UDI supports the image of dairy farming, and encourages global demand for Idaho-produced dairy products. UDI accomplishes this mission through key partnerships with industry, community and stakeholders.

**History of IDA**

In 1924 Idaho’s dairy industry leaders began meeting as the Idaho Dairymen’s Association (IDA) to develop and sustain an economically viable Idaho dairy industry. In those early days, IDA was funded through voluntary assessments from its processor and producer members. Today, the IDA falls under the United Dairymen of Idaho (UDI) umbrella. IDA works tirelessly at the local, state, regional and federal levels to protect Idaho’s dairy industry through environmental, legal and legislative leadership.
Introducing Dairy West

The Idaho Dairy Products Commission (IDPC), commonly known as the United Dairymen of Idaho, has a long legacy of supporting the Idaho dairy industry and its dairy farm families through a variety of promotion, community and nutrition programs and activities. We strongly believe in seeking opportunities to create a thriving dairy industry for our farmers, processors and partners along the supply chain.

With Idaho being the fourth largest dairy producer in the US, much of our milk is made into products which are shipped outside of Idaho’s borders. Sometimes, even beyond US borders! With the support of our board of directors, we have identified an opportunity to position our dairy industry at the forefront of innovation, with a strong voice to make an impact throughout the state of Idaho and beyond. So, we are excited to announce that over the next few months, you will begin to see a new name… Dairy West. Dairy West is a qualified program regulated by the USDA (just like the IDPC) and is a 501(c)6 entity. Dairy West will take on all of the programming and health and nutrition initiatives previously managed by the IDPC. You will continue to see the familiar United Dairymen of Idaho and Idaho Dairy Council brands, as appropriate. The United Dairymen of Idaho & The Idaho Dairy Council brands, as we recognize them will remain intact, and will be used for programs that are specific to Idaho. As this transition takes place, you will start to see the Dairy West brand incorporated in our programming and activities over time. Dairy West was conceived with the hopes of being a more relevant and valuable resource, helping our farmers and our industry prosper throughout a broader geographic area, which is otherwise limited by the IDPC.

Dairy West is committed to the vision of creating a world where farmers and the dairy industry prosper and, together, build healthy communities around the globe. We invite you to join us on this journey, as we discover what is possible through this new structure.

Questions? Please contact us at info@dairywest.com
Social Responsibility

The Idaho Dairymen’s Association is committed to enhancing Idaho’s workforce through training, development and economic sustainability. To that end, IDA works hard to establish educational opportunities for Idahoans, dairy families and agricultural workers.

Immigration Reform

IDA recognizes the need for a competent and stable supply of labor on the dairy farms of Idaho and, therefore, supports programs to meet these needs.

The people who make up foreign born labor in America are hard working, family-oriented individuals. They are assets to our communities and critical resources for the success of our agriculture production.

Costs associated with deportation not only negatively affect our federal budget, they also impact our local communities by breaking up families, reducing the available workforce and raising the cost of goods.

The Idaho Dairymen’s Association has long supported smart, responsible immigration reform. IDA seeks to address economic and national security issues often at the center of immigration debates. Specifically, IDA supports:

- An affordable, efficient guest worker program that ensures continued availability of immigrant labor for all agriculture, including dairy
- A provision that allows immigrants currently employed or with recent employment history in the US to earn the right to work legally, without having to go back to their country of origin
- A provision that specifies that the responsibility for ultimate verification of the legal status of a worker lies with the government, not employers

Animal Care And Welfare Policy

IDA recognizes that an integral part of good animal husbandry practices includes comfort and sanitation, which will benefit both producers and consumers. These practices improve efficiency and profitability for the producer and provide a healthy, wholesome product to the consumer at a reasonable price.

IDA supports management practices on Idaho’s dairy operations that promote health, reduce stress and protect the animal from unnecessary injury and pain. Idaho’s dairymen support:

- Good husbandry practices that improve production efficiency
- Prudent and humane use of animals for food, clothing, enjoyment and biomedical research
- Humane transportation and handling of animals
- Permanent animal identification to establish rightful ownership, avoid theft and to trace and recognize diseased and/or contaminated animals

To further IDA’s animal care and welfare policy priorities, the organization endorses the National Milk Producers Federation Farmers Assuring Responsible Management (FARM) Animal Care Manual.

Scholarship Programs

Idaho dairy farm families have supported scholarships totaling more than $20,000 annually to students throughout Idaho to pursue additional educational opportunities.

The Dr. Bill & Charlotte Stouder Memorial Scholarship memorializes two of Idaho’s most committed dairy advocates, who passionately served the industry, their communities and their churches.
Education

IDA Consulting Services aims to increase the awareness, knowledge, and understanding of issues surrounding environmental sustainability, soil health, water quality, nutrient management and dairy worker training and safety. Increasing knowledge in these areas will help achieve IDA’s social, economic, and environmental sustainability goals.

Water Quality

Through nutrient management efforts and implementation of best management practices, dairymen and farmers can decrease their environmental footprint. With greater expectations from consumers, IDA Consulting Services, Inc. is dedicated to using the best tools available to decrease the impact of agriculture on water quality in the state.

IDA has committed to help Idaho Department of Environmental Quality (IDEQ) implement Public Water System regulations on dairy facilities that qualify. IDA also has a staff person present for all the inspections to help facilitate the relationship between the dairy producer and IDEQ.

IDEAL
Independent Dairy Environmental Action League

A major goal of IDEAL is to support scientific activities and results that validate current best management practices while generating new methods for the livestock industry. IDEAL achieves that goal by:

• Raising financial support for the Idaho Center for Agriculture, Food and the Environment (CAFE), a collaborative effort involving the University of Idaho, College of Southern Idaho, BYU Idaho and others.
• Focusing on environmental and economic sustainability in the livestock industry with a major emphasis on dairy.
• Investing in research and innovation that have the potential to protect and improve the environment.
**Nutrient Management**

IDA Consulting Services recognizes the value of manure resources and is committed to increasing awareness of the benefits associated with good manure management. Record keeping, soil and manure sampling, manure handling, and appropriate nutrient (organic and inorganic) application rates based on crop yield expectations are important aspects of good nutrient management. IDA Consulting Services will provide resources to assist in the execution of agronomically sound management practices.

**Soil Health**

Soil health is vitally important for the future production potential of Idaho’s farmlands. IDA Consulting Services encourages adoption of manure management and soil fertility practices that prevent erosion and nutrient loss.

**Water Quantity**

Irrigation management practices that conserve water while maintaining yield expectations and crop rotations that require less water than traditional silage and forages could be tools to decrease water consumption. New technologies and management strategies will be important to tackle issues surrounding water quality and quantity in the future, and IDA Consulting Services will strive to bring these technologies to Idaho.

**Worker Training and Safety**

IDA Consulting Services is collaborating with Idaho dairymen and processors to meet the expectations of our customers and consumers when it comes to dairy worker training and safety. We have initiated a unique effort to begin delivering the Idaho Dairy Worker Training Safety Program to Idaho’s dairy workers. This is an ongoing, verifiable training program designed to improve job performance and worker safety on Idaho’s dairies. We are excited to be leading the industry with ongoing job training for our dairy workers, while highlighting the importance of safety in the workplace.

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**Proposed Center for Agriculture, Food and the Environment (CAFE).**

- Research & educational facility, which will be located in South Central Idaho
- Educational and scientific institution for dairy and livestock research and environmental sustainability
- Research and education of the integration of crops and livestock on a large scale

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**Sustainability**

Sustainability is providing consumers with the nutritious dairy products they want, in a way that makes the industry, people and the earth economically, environmentally and socially better — now and for future generations.
Fuel Up to Play 60

Founded by the National Dairy Council and NFL in collaboration with the USDA, Fuel Up to Play 60 empowers youth to take action for their own health by implementing long-term, positive changes for themselves and their schools. The program is designed to help prevent childhood obesity and help youth develop lifelong healthy eating and daily physical activity habits. Student teams work with adult leaders in each school to make kid-appealing, good-tasting, nutrient-rich dairy foods more available and create opportunities for daily physical activity, such as noon walking clubs and after-school sports and dance clubs. Students can win prizes for choosing good-for-you foods and getting active at least 60 minutes every day. Visit www.FuelUpToPlay60.com for details.

This year, over 70 schools received grant money to enhance their participation in the FUTP60 program. The schools were selected from among hundreds of schools across the country that applied for funding to help them jumpstart and sustain healthy nutrition and physical activity improvements. Idaho’s dairy farm families have contributed more than $950,000 to schools throughout the Gem State since the initiative launched in 2010.

Additionally, several schools received visits from Seattle Seahawks players, as a reward for reaching a high level of engagement and being committed to the FUTP60 program.
School Curricula & Foodservice Support

The Idaho Dairy Council promotes health and wellness in Idaho through grants geared towards nutrition education, youth wellness and hunger relief. Many educational and health-focused programs have been established within the school setting around the state, which include:

- **School Curriculum**: UDI provides nutrition curriculum for Idaho schools at no cost. All teachers in grades K-12 have the opportunity to receive lesson plans, student handouts and activity books to enhance the health, nutrition and life sciences classes in their schools. (see excel spreadsheet for bar graph of numbers – 5 year trend)

- **ISAT Testing**: In participating schools UDI provides string cheese for each student for every day of testing.

- **Idaho High School Activities Association (IHSAA)**: UDI supports IHSAA through providing scholarships and products for both participants and spectators (see separate document).

As an extension of what students learn in the classroom, we partner with IHSAA to educate student athletes about good nutrition, and how that relates to better performance. This messaging also comes from coaches, teachers and at home. This is why we are also involved in providing speakers for coaches’ clinics, working with athletic directors and school administrators. As a credible source of nutrition information – we hope all students succeed in the classroom and other activities and athletics.

Idaho High School Activities Association & United Dairymen of Idaho - A 30+ Year Partnership

UDI values their partnership with IHSAA because they share common goals.

- Both are passionate about serving communities throughout the state of Idaho, and providing activities, which promote a healthy lifestyle for students.

- Both share a deep sense of pride for the integrity of our organizations, and families, which benefit from our respective services.

- Both understand that nutrition plays a role in academic and extracurricular success. UDI and IHSAA want coaches, students and educational partners to know that when dairy products are offered at home or at school, it sets up kids to perform at their best.

- So when milk is seen at a state tournament – know that it’s not just a handout – it’s a reminder that nutrition is a key component to the IHSAA and the dairy farm families in Idaho. IHSAA and UDI are proud to partner together to see schools and students excel.
ISAT String Cheese Program

As you may know, current research nutrition and adequate physical activity leads to improved academic performance. The Dairy Does Good ISAT String Cheese program offers one string cheese per student each day during testing. To participate in the program, UDI requires minimal assistance in updating its records to effectively reach school professionals to share free science-based nutrition curriculum, materials and resources, as well as share grant opportunities.

The 2017 program was a huge success! Of the 750 Idaho schools that serve 3rd through 10th grade students during standardized testing, 469 schools participated in the program. To put this in perspective, Idaho’s dairy farm families contributed 540,738 mozzarella string cheese sticks, which when laid end to end, would equal 38.4 miles.

School Programs

Farmer Highlight

Lynn Pack,
Tender Lovin Holsteins,
Idaho Falls, Idaho

Lynn Dean Pack of Idaho Falls, a fourth-generation dairyman earned the Hall of Fame award at the 2016 Idaho Dairy Annual Meeting. Pack has worked in the business for 62 years. He and his wife, Cindy, started their own herd, Tender Lovin Holsteins, in 1976 with an average herd size of 110 cows until 2015, when they downsized to a 50-cow operation. Pack has a long history of serving the dairy industry, including nearly 40 years as a member of the board of directors of the Idaho State Holstein Association. He was elected to the Western Dairymen Cooperative Inc. board in 1996 and helped oversee its merger with four other large co-ops to form Dairy Farmers of America. Pack served on the DFA board during its first four years, was instrumental in helping develop its Western Region Young Cooperators program, and served as a DFA area council member for 20 years. He has served on the board of directors of the Idaho State Holstein Association. He was elected to the Western Dairymen Cooperative Inc. board in 1996 and helped oversee its merger with four other large co-ops to form Dairy Farmers of America. Pack served on the DFA board during its first four years, was instrumental in helping develop its Western Region Young Cooperators program, and served as a DFA area council member for 20 years. He has judged myriad 4-H and FFA dairy shows in Idaho and Utah and given countless dairy fitting and showmanship demonstrations for youth over the last two decades. The youngest nominee to receive the ISHA Young Breeder, Senior Breeder, and Master Breeder awards, Pack has won the Premier Breeder and/or Premier Exhibitor title 14 times in the last 20 years. His herd currently boasts a BAA of 110.5, which puts him in the top one percent of Holstein breeders nationwide.
Idaho Dairy Facts and Figures

Idaho’s top markets for dairy exports include Mexico, Korea, SE Asia, China, Japan, and South America.

Milk powders are Idaho’s leading dairy export.

Idaho produces nearly 1 billion pounds of cheese annually.
The Dairy Industry and the Economy

Idaho received $10.4 billion economic output in sales from the dairy industry in 2015

85%–90% of on–dairy jobs are filled by foreign–born labor. Without those jobs, none of the others exist.
In 2015, the dairy industry supported Idaho’s economy with over 39,400 jobs.
Idaho Dairy Facts and Figures

Idaho is one of the Top 5 dairy producers in the United States.

Idaho produced more than 14.6 Billion Pounds of milk in 2016.

Idaho is #1 per capita in milk production.
There are approximately **500 Idaho dairies**

- There are **579,984 cows** milked in Idaho
- **2.1 Billion Pounds** of dairy products are produced in Idaho each year
- Nearly **$1.8 Million a year** is given back to support Idaho’s youth

- 2.1 Billion Pounds of dairy products are produced in Idaho each year
Both Dairy West and Idaho Dairymen’s Association support various research projects involving food science, on-farm technologies, health and wellness, nutrition, education, environmental studies, production efficiencies and many more. For a complete listing of research projects currently in the works, info@dairywest.org.

### Dairy West Research Project Examples:

1. Development of organic and/or natural mold inhibitor for cheese applications
2. Protein metabolism in humans after consumption of Cheddar cheese
3. Comparison of natural sweeteners in low carbohydrate protein bars

### IDA Research Project Examples:

1. Community Impacts of Idaho’s Dairy Workforce
2. Dairy Manure: Source or Sink for Endocrine Disrupting Chemicals
3. Long-term Impacts of Manure Applications on Idaho Soils
The Dairy Bureau provides oversight of the dairy industry in Idaho to ensure its consumers have access to safe and wholesome milk and milk products.

Bureau programs encompass sanitary inspections of dairy farms, bulk milk haulers, processors, manufacturing and processing equipment, warehouses, stores and other businesses where milk and dairy products are manufactured, stored, sold or offered for sale. The program also includes finished dairy product testing for compliance with state and national standards and an FDA approved laboratory certification program for industry and private laboratories.

ISDA is also responsible for the protection of surface and groundwater from dairy farm nutrient by-products, which is accomplished through routine inspections of dairy farm facilities, land application sites, and review and approval of new or modified systems.

Beyond its reinforcement of state requirements, ISDA works in conjunction with several state and federal agencies through cooperative agreements or memoranda of agreement to protect the environment and ensure food product safety. For more information on the Idaho State Department of Agriculture, contact the Dairy Division at 208-332-8550.

Regulatory Inspections for Quality

The dairy industry is highly regulated. Idaho’s dairies are committed to working with regulators and inspectors to ensure the highest quality, freshness, most wholesome products for processors, producers and consumers. In 2015, the Idaho State Department of Agriculture made the following dairy inspections:

- 1,394 Sanitation Inspections
- 1,505 Environmental Inspections
- 65 Ammonia Emissions Inspections
- 114 Nutrient Management Plan (NMP) reviews
Expanding Global Markets

Much of Idaho’s dairy production leaves the country in the form of milk powder, whey, cheese, lactose, and butter. Working collaboratively with processors, the U.S. Dairy Export Council, and the Idaho State Department of Agriculture, the United Dairymen of Idaho invests in markets where there is potential to maintain our position in the global market as well as grow sales.

Idaho’s top markets for dairy exports include:

- Korea
- SE Asia: Indonesia, Malaysia, Thailand, Vietnam, the Philippines, and Singapore
- Mexico
- China
- Japan
- South America: Chile, Peru, Brazil, and Colombia

Recent UDI investments in each of these areas are detailed below, with a focus on growing markets. Korea and Japan are more mature markets, both of which have a U.S. Dairy Export Council in-market representative who works on behalf of its members and the U.S. dairy industry.


In May, 2017, Dairy West hosted the Dairy For Global Nutrition Conference which attracted world food aid experts from around the world.

In cooperation with USDEC, The Dairy For Global Nutrition Conference included participants from leading organizations like UNICEF, USAID and GAIN (Global Alliance for Improved Nutrition), and R&D teams from companies producing products for the World Food Program. The program was designed to inform the aid community about the science-based benefits of dairy nutrients and dairy-containing supplements during the first 1,000 days of life for use in programs designed to manage moderate malnutrition. In-depth meetings with dairy processors allowed the group to look at additional formulations and inclusion of greater volumes of dairy products. Dairy ingredients play a central role in saving the lives of children suffering from severe acute malnutrition in low-income countries worldwide. Dairy proteins have been added to foods targeting over 500 million children at risk of stunting and moderate malnutrition.

The conference included a dairy tour at Sun Ridge dairy, owned and operated by Mike Siegersma and Adrian Kroes, located in Nampa, Idaho.
SNAPSHOTS FROM THE DAIRY FOR GLOBAL NUTRITION CONFERENCE

GUESTS OF THE GLOBAL NUTRITION CONFERENCE PARTICIPATED IN AN ACADEMIC AND ECONOMIC DISCUSSION AND ENJOYED A DAIRY TOUR
The Dairy West Ambassador Program is entering its 11th year, and was established to encourage Idaho’s dairy producers to become leaders in the industry through involvement with board and staff functions and planning sessions. Funded through producer investment, the Ambassador Program is a mutual investment in time and resources to promote leadership within the checkoff program, and the industry. The Ambassador Program is designed for producers who want to be more involved with UDI, and take a leadership role in the industry and in their communities.

Components of this program include:
- Mentoring
- Communications Training
- Media Training
- Dairy Economy Speakers
- Finance Understanding
- Networking with dairy leaders throughout the US
- Export Seminars and Workshops
- Expanding scope of knowledge of the dairy industry

Tony VanderHulst is an owner of West Point Farms, which was built in 2001. Together with his partners, they milk 5,000 cows in Wendell, Idaho. Tony started in the dairy industry working as a herdsman in Southern California. In 1989, he bought his first dairy in New Mexico, which had been a lifelong dream. In 2001, Tony moved to Idaho to join the West Point Farms partnership. He served on the Idaho Dairymen’s Association Board of Directors for 10 years, and was the president of IDA for 6 years. With both his family and employees in mind, Tony strives to make his dairy operation a sustainable business for future generations.
In order to connect consumers with where their food comes from, Dairy West uses a series of Idaho dairy farm family stories to promote the dairy industry. We feature different farm families and highlight what makes their particular dairy unique. These stories can be found on television, social media sites and the Dairy West website. In addition, other videos were created to speak to general dairy and key nutritional messages. Along with local and national partners, content is developed that addresses:

- Dairy farming practices
- Nutrition and wellness facts
- Events and special promotions
- Technology breakthroughs
- Animal care

Dairy West is committed to the prosperity and success of dairy farming in Idaho and throughout the West.

Students participating in school breakfast was up 77%
Throughout the state, the Dairy West is involved in local communities. Whether it’s supporting FFA students through scholarships, providing materials for dairy tours or wellness events, touching the heart of each community is important. Here are just a few examples of how the dairy community supports organizations throughout the state:

- Magic Valley Dairy Days
- Academic scholarships
- Dairy tours for the public and thought leaders
- On-farm media tours
- FitOne
- Wellness events

The benefit of dairy products to athletes is undeniable. This past year, we committed to telling that story more fully through the Gridiron Dreams Football Academy and Erin Green, RD who is also a triathlete. Sharing their stories of how dairy is fueling their bodies has proven to shape the way the public perceives the value of dairy. Not only good for protein and essential nutrients, but also as a source of hydration. We also tackled some of these topics in our “Ask a Dietitian” series of videos which can be found on our Facebook page, Youtube Channel and Dairywise blog. We have seen that when the science-based information is delivered by our registered dietitians, the affect is powerful.

Supporting Local Communities

Making the Link Between Performance and Nutrition
Cooper Norman

Founded by E. LeGrande Nelson in 1954, Cooper Norman has grown to become the #1 public accounting firm with a reputation for quality service and innovative planning ideas.

Today, dairy clients milk approximately 50% of the cows in Idaho. Cooper Norman’s professional team has invested significant hours and resources to gain a working knowledge beyond financial statements, including herd health, reproduction and dairy management concepts. The company’s commitment to these disciplines and building relationships enable Cooper Norman to be Idaho’s premier dairy accounting firm.

Cooper Norman provides all traditional financial and tax services, and also provide consulting services such as negotiating and evaluating financing alternatives, forecasts and projections, cost of production analysis, estate and transition planning to younger generations, and tax planning strategies. The goal is to exceed the client’s expectations.

FCStone

FCStone originated as 550 grain cooperatives known as Farmers Commodity Corporation (“FCC”). FCC continued to evolve, merging with Saul Stone to become FCStone, going public in 2007, and acquiring leading dairy price risk management firm Downes-O’Neill LLC which established roots in the dairy industry.

Today the company continues this long-standing commitment to the dairy industry as the dairy/foods group of FCStone. Its emphasis is on assisting and educating the industry on how to manage margins, taking a lead role in liaising between exchanges and the industry to develop new tools for dairy, both domestically and internationally. FCStone continues to be the dairy industry’s advocate, helping its members through innovation, education and developing new tools that better fit industry needs.

Today INTL is ranked #30 on the 2012 Fortune 500 with 33 offices in 13 countries and total assets of $3.0 billion.

France, Basterrechea, Wagner & Bunn

France, Basterrechea, Wagner & Bunn, Chtd is a CPA firm with 75 years of experience and history in the Magic Valley. We pride ourselves on the quality of service we provide and the client relationships we have developed. Our firm has a broad client base and with that we have gained valuable knowledge and expertise in a variety of industries, but our roots are planted firmly in agriculture.

We understand dairy and farming is the lifeblood of our community, and it’s our mission to be an asset to Idaho’s dairymen. Our success is derived from the success of our clients, so we give our clients the most reliable and up to date information they need to succeed. We learn about our clients’ needs and processes, and work directly with our clients to find ways to make their business more profitable.

We look forward to building a bright future together.
Associate Membership

The Idaho Dairymen’s Association offers associate membership packages for individuals and organizations that share its strategic vision for the well-being of Idaho’s dairy farm families. We work with our associate members to generate awareness of their support for the dairy industry through opportunities to contribute to the Idaho Dairy Focus newsletter, sponsorships of key industry events and highlighting their businesses in publications like this Industry Profile. Below you can learn more about our current executive associate members. If you would like more information on becoming an associate member please contact Rick Naerebout at rick.naerebout@gmail.com.

Sawtooth Law Offices

Sawtooth Law Offices is dedicated to providing excellent service to the legal and policy needs of Idaho citizens, businesses, water users and recreationists. With offices in Boise, Challis and Twin Falls, Sawtooth Law Offices are strategically located throughout Southern and Central Idaho to provide superior service to producers and organizations related to Idaho’s key resources – agriculture, natural resources, recreation, and water. Its attorneys are licensed to practice law in state and federal courts in Idaho and Washington, and before the U.S. Ninth Circuit Court of Appeals. Moreover, its attorneys have unique experience in handling legislation at the Idaho statehouse and water rights matters in the Snake River Basin Adjudication and before the Idaho Department of Water Resources. Sawtooth Law utilizes a friendly, team approach to pursue legal needs in a cost effective, efficient manner. The team includes attorneys David Claiborne, Bryce Farris, Evan Roth, Dan Steenson and Andy Waldera.

Sawtooth Law’s specific practice areas include Agriculture Law, Water Law, Dairy Law, Environmental Law, Employer Based Immigration Services (H-2A Visa), Employer Based Compliance with U.S. Citizenship and Immigration Services (Form I-9 & Form I-9 Audits), Governmental Affairs and Legislation, Natural Resources and Public Lands (Grazing Permits), Real Property Transactions, Alcohol Beverage Licensing, Bankruptcy and Finance, Business Formation and Governance, Business Transactions, Civil Litigation and Appeals, Estate Planning and Elder Law.

Vault Technologies

Vault Technologies is a dairy farm financial projection software that helps guide capital allocation and risk management decisions for dairymen. The software automatically combines farm data with futures prices to create a two-year financial forecast for businesses and offers a data-driven road map to help dairy farmers achieve their business goals. Vault has tapped into today’s newest technologies to connect all relevant data and turn it into actionable insights. It uses that data to view capital allocation decisions in a user-friendly and interactive way.

Vault’s milk check calculator uses federal order or proprietary pay price formulas to project the milk check for the next two years. Vault’s feed projections tap into data from the feed software to set a budget that can tie to market prices for real-time cost analysis. Vault’s hedging pages show an understandable view of the portfolio and future risk management decisions. Vault even has the ability to build scenarios to stress test each business.

A dairy’s Vault is the place where key suppliers can come together to help dairy farmers make those decisions. Whether it be the accountant, consultant, nutritionist, banker or co-operative, dairy farmers can discuss issues facing their business with transparency on Vault’s platform. It is available in the cloud, meaning dairy farmers can download Vault’s app to their smartphone or tablet and have the data at their fingertips wherever they go.

Protect profitability with Vault Technologies, dairy decision management software by dairymen for dairymen.

Frazer, LLP

The dairy industry is an important part of our life at Frazer. We’ve been serving and helping dairy farmers across the United States for more than half a century. Our expansion into Idaho is important to us because we already service many Idaho dairy farms and believe we provide a high level of service that could benefit many others. Beyond “marketing”, we want to support the dairy industry, which is why we want to be associate members of IDA. We believe IDA is a vital part of what has made the Idaho dairy industry successful, and want to help support it when we can.
Simply tear out and send in for great dairy industry information.

**I want to learn more about**

- Industry leadership opportunities
- Environmental & Nutrient Plan Management
- Worker Training & Safety
- Immigration

**I want to receive**

- Health & Wellness E-Newsletter
- Idaho Dairymen’s Association E-Newsletter
- Information re: processor news and product research
- Invitations to trainings and events

Name___________________________ Title_______________________________
Organization_______________________________Phone_____________________
Email____________________________________
Simply detach this card along the perforations today. Fill out and mail to receive more information about dairy in Idaho.