Since 1944, the Idaho Dairymen’s Association (IDA) has worked to develop and sustain the Idaho dairy industry, while protecting and promoting the health and welfare of the public.

We have seen remarkable growth in our industry and are wholly committed to the growth of Idaho’s dairy industry, and to the continued success of our dairy farmers, families, and workers. Idaho dairy farms currently support more than 39,400 jobs, which makes the dairy industry one of the largest economic drivers in Idaho. As such, IDA shoulders the responsibility of ensuring the continued growth of Idaho dairy and the thousands of jobs that it supports.

With so many jobs and such an impact on Idaho’s economy, the Idaho dairy industry is seeing growth trends well beyond the national dairy industry. As we continue to see changes in the global dairy market, Idaho will continue to pride itself on quality, freshness, and reliability. The evidence of Idaho’s dairy quality is indisputable.

As we have since our creation, IDA will continue to advance the interests of Idaho’s dairies. We will advance legislation and support causes that promote the quality and sustainability of our industry. I am looking forward to yet another year of being part of the best dairymen’s association in the world, bar none!

Pete Wiersma,
IDA President
The Jackson Family Farm is one of the few remaining dairies left in Meridian, Idaho.

Brent Jackson’s more than 100-acre farm in south Meridian has been in his family since 1953 when his father, Stanley Jackson, moved from Utah to Meridian because of Idaho’s developed irrigation systems and dairy infrastructure.

Brent Jackson was recently inducted into the Idaho Dairy Hall of Fame. Alongside his son, Clint Jackson, they have opened their dairy to the public, and have been leaders in educating others about running a family farm, while embracing new technologies and ideas to their operation. As the suburban area of Boise expands, Jackson said the increasing number of subdivisions makes it difficult for farmers, noting that he and his son often wait until late in the evening to move farm equipment on the now frequently used roads that surround the farm.

The Jacksons sell milk to the Darigold creamery in Caldwell. The farm also sells alfalfa and other feed crops to surrounding farms and occasionally ships it to Japan and China.
LEADERSHIP

IDAHO DAIRYMEN’S ASSOCIATION
BOARD OF DIRECTORS

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

IDEAL BOARD OF DIRECTORS

Don Heida **Kuna**
Rudi DeWinkle **Melba**
Arie Roeloffs **Wendell**
Don Taber **Shoshone**
Kim Korn **Terreton**
Lynn Keetch **Montpelier**

IDA STAFF

**RICK NAREBOUT**
Chief Executive Officer

**BOB NAREBOUT**
Government Affairs

**MEGAN SATTERWHITE**
Environmental Programs Director

**TANYA OLDHAM**
Nutrient & Water Management Specialist

**RYAN DEWIT**
Dairy Worker Training & Safety Director

**KADY HURLOCK**
Graphic Design & Communications Specialist

IDA Resolutions Committee

**DISTRICT 1**
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Rudi DeWinkle **Melba**
Pete Doornenbal **Caldwell**

**DISTRICT 2**
Craig Vanderham **Wendell**
Joe DeMello **Jerome**
Don Gaalswyk **Castleford**

**DISTRICT 3**
Winfield Anderson **Blackfoot**
Mike Loveland **St. Anthony**
Alan Reed **Idaho Falls**

Idaho Dairy Products Commission
Board of Directors

Mike Siegersma **Chairman** Nampa
Brian Esplin **Vice Chairman** Shelley
John W. Wright **Wendell**
Don Gaalswyk **Castleford**
Pete Doornenbal **Caldwell**
John Brubaker **Buhl**
Dan Gilbert **Blackfoot**
Tom Kasper **Melba**
Kim Korn **Terreton**

**Dairy West**
Board of Directors

Tom Kasper **Chairman** Melba
Steve Ballard **Vice Chairman** Gooding
Josh Webb **Treasurer** Declo
John Brubaker **Secretary** Buhl
Dan Gilbert **Blackfoot**
Mike Siegersma **Nampa**
Winfield Anderson **Blackfoot**
Clint Jackson **Meridian**
Pete Wiersma **Buhl**
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 days, IDA was funded through voluntary assessments from its processor and producer members.

Today, IDA falls under the umbrella of the United Dairymen of Idaho (UDI), which was formed in 1980 as a single entity that contains two separate organizations – IDA and the Idaho Dairy Products Commission (IDPC). Each organization serves a different purpose under the auspices of the UDI – IDA deals with industry and government relations projects, while IDPC focuses on promotion and marketing projects. In 2003, the Idaho Dairy Environmental Action League (IDEAL) LLC was formed, followed by the creation of the IDEAL Foundation in 2008. IDA teamed with the IDEAL LLC and IDEAL Foundation to assist the Idaho dairy industry. Our broader communities realize the many social and economic benefits of successful livestock operations, while working to protect and enhance important air, water, and soil resources.

Today, the Idaho Dairymen’s Association works tirelessly at the local, state, regional, and federal levels to protect and promote the legislative, regulatory, and legal interests of its members.
MISSION STATEMENT

Protecting Idaho’s dairy industry through environmental, legal and legislative leadership, since 1924.
The IDAHO DAIRYMEN’S ASSOCIATION has long supported and advocated for RESPONSIBLE IMMIGRATION REFORM.

IMMIGRATION REFORM
IDA acknowledges the success and growth of Idaho’s dairy industry was not achievable without the contributions of a predominantly Hispanic workforce.

These hardworking, family-oriented individuals have toiled beside our dairy farm families for generations to help build the industry we are today.

IDA believes that one of its most impactful social initiatives revolves around promoting and protecting these talented employees and their families.
1. Immigrants currently employed or with recent employment history in the U.S. to earn the right to work legally, without having to exit the United States of America.

2. Immigrant worker’s immediate family legal status to be with them in the United States of America.

3. An affordable and efficient guest worker program that ensures the continued availability of immigrant labor for all agriculture, including dairy.

4. The responsibility for ultimate verification of the legal status of a worker lies with the government, not the employers.
ANIMAL CARE & 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.

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 Reference Manual.

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
**IDAHO DAIRY OPERATIONS BY SIZE**

<table>
<thead>
<tr>
<th>NUMBER OF DAIRY OPERATIONS</th>
<th>% OF IDAHO OPERATIONS</th>
<th>NUMBER OF COWS</th>
<th>AVERAGE WORKERS PER DAIRY</th>
</tr>
</thead>
<tbody>
<tr>
<td>87</td>
<td>19.9%</td>
<td>&lt;200</td>
<td>2</td>
</tr>
<tr>
<td>83</td>
<td>19.0%</td>
<td>201-500</td>
<td>4</td>
</tr>
<tr>
<td>73</td>
<td>16.7%</td>
<td>501-1,000</td>
<td>8</td>
</tr>
<tr>
<td>103</td>
<td>23.6%</td>
<td>1,001-2,000</td>
<td>15</td>
</tr>
<tr>
<td>91</td>
<td>20.8%</td>
<td>2,001+</td>
<td>25+</td>
</tr>
</tbody>
</table>

**IDAHO DAIRY BY MILKSHED**

**MAGIC VALLEY**
- **DAIRIES**: 268 (61%)
- **COWS**: 425,064 (73%)
- **AVG COWS PER DAIRY**: 1,586

**TREASURE VALLEY**
- **DAIRIES**: 77 (18%)
- **COWS**: 129,797 (22%)
- **AVG COWS PER DAIRY**: 1,686

**EASTERN IDAHO**
- **DAIRIES**: 92 (21%)
- **COWS**: 30,913 (5%)
- **AVG COWS PER DAIRY**: 336
IDAHO MILK PRODUCTION

<table>
<thead>
<tr>
<th>Year</th>
<th>Milk Production (Billion LBS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>13.8</td>
</tr>
<tr>
<td>2015</td>
<td>14.1</td>
</tr>
<tr>
<td>2016</td>
<td>14.6</td>
</tr>
<tr>
<td>2017</td>
<td>14.6</td>
</tr>
<tr>
<td>2018</td>
<td>15.1</td>
</tr>
</tbody>
</table>

MILK COWS IN IDAHO: 585,774

TOTAL DAIRY OPERATIONS: 437
IDAHO DAIRY FACTS & FIGURES
NUMBERS PROVIDED BY ISDA

IDAHO DAIRY PROCESSORS

1. Glanbia Foods Twin Falls, Gooding, Richfield & Blackfoot
2. Agropur, Jerome Cheese Jerome
3. Darigold Boise, Caldwell, Jerome
4. Lactalis Nampa
5. Idaho Milk Products Jerome
6. High Desert Milk Burley
7. Chobani Twin Falls
8. Gossner Foods Heyburn
9. Brewster Cheese Rupert
10. Magic Valley Quality Milk Producers Jerome
11. Meadowgold Boise
12. Commercial Creamery Jerome
13. Litehouse Foods Sandpoint
14. Nelson Rick’s Creamery Rexburg
15. Reed’s Dairy Idaho Falls
16. Boise Milk Boise
17. Ballard Family Dairy & Cheese Gooding
18. Cloverleaf Creamery Buhl
19. Manwaring Cheese Rigby
20. Marathon Cheese Mountain Home

$1 ➞ $2.48

For every $1.00 brought into Idaho through exports, $2.48 of economic output is generated.

The dairy industry represents 33% of the agricultural sector in Idaho.
Idaho received $10.4 billion economic output in sales from the dairy industry in 2016.

- **$4.2 billion** in domestic & foreign exports
- **$3.5 billion** contribution to Idaho’s GDP
- **$160 million** in state & local taxes

**DID YOU KNOW?**
The dairy industry supports Idaho’s economy with 39,400 jobs.

90%+ of the on-dairy jobs are filled by foreign-born labor. Without those jobs, none of the others exist.

- **8,100** on dairies
- **3,700** in processing
- **27,600** in supporting businesses
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.
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.

**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.
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 is dedicated to using the best tools available to decrease the impact of agriculture on water quality in the state.

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 & SAFETY PROGRAM

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.

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 and 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. The program is a joint effort of Idaho’s dairymen and processors, focused on meeting the expectations of dairy consumers in regards to worker training and safety.

WHAT IS “DAIRY WORKER TRAINING & SAFETY”?  
» A joint effort between Idaho Dairymen’s Association and Idaho Milk Processors Association  
» Developing, updating, and delivering authentic, on-farm training modules in native languages  
» Providing ongoing training to dairy workers  
» Facilitating 1-on-1 education using iPads  
» Promoting worker health and safety  
» Aiding and assisting dairymen with safety regulations  
» Record-keeping and reporting assistance  
» Providing documentation of safety training  
» Producer education  
» Compliance consulting
Utilization of co-products such as salt brine, permeate, acid whey, hydrolyzed permeate, and lactic acid biopolymers in foods, in bars, baked goods, and ice cream.

Optimizing cheese for conversion functionality (slicing, shredding) especially at shorter storage times.

Optimizing cheese for flavor (artisan flavor in large scale operations) based on composition, coagulants, adjunct cultures.

Utilization of co-products such as salt brine, permeate, acid whey, hydrolyzed permeate, and lactic acid biopolymers in foods, in bars, baked goods, and ice cream.
The BUILD program operates in conjunction with the following universities:

- Utah State University
- University of Idaho
- Washington State University
- Brigham Young University (Provo)
- Oregon State University
- Boise State University

We also have projects at NC State, Penn State University, and Kansas State University.

THE BUILD PROGRAM, WHICH OPERATES WITHIN THE WESTERN DAIRY CENTER, HAS:

- **41** graduate students working on dairy research projects
- **20** undergraduate students working on dairy research opportunities
- **18** graduates from the program since 2015

**12** graduates working in the dairy industry, **3** working in food industry, **3** continuing on for further education
DAIRY RESEARCH & EDUCATION INITIATIVES

AMBASSADOR PROGRAM

CLASS OF 2019

Mitchell Hancock  NooSun Dairy  Corinne, UT
Kellan Rex  P Bar S Dairy  Malta, ID
Kaleb Bateman  Bateman’s Mosida Farms  Payson, UT
Alex Veenhouwer  Veenhouwer Family Dairy  Jerome, ID
Nikelle Villalobos  Lehman Farms  American Falls, ID
Siska Reece  Moo-Riah Dairy  Melba, ID
Tyler Hyink  William Bokma Dairies  Twin Falls, ID
Jarom Nelson  Triple Peaks Jerseys  Brigham City, UT
Preventing Tomorrow’s Dairy Leaders

Now entering its 13th year, the Dairy West Ambassador Program helps prepare Idaho and Utah dairy producers to become leaders in the industry through training and involvement with board functions and industry meetings and events. 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 program starts with Idaho and Utah dairy producers who are interested in leadership, networking, training, and mentoring. It is designed for producers who want to be more involved with dairy checkoff and/or with aspirations of Board service.

THE FARM-TO-CONSUMER CONNECTION

Research shows that telling dairy’s story helps maintain and grow public trust for dairy farming and dairy foods.

That’s why farm tours are such an important tool in our story-telling toolbox. Learning about the work of dairy farmers in producing nutritious foods helps people understand and better appreciate the variety of foods available and where those come from. Realizing we cannot get everyone to a traditional on-farm, in-person dairy tour, Dairy West is excited to bring the farm to the consumer virtually.

Via live video conferencing, people can tour a real dairy farm and visit with a dairy farmer. Fuel Up to Play 60 gives us access to classrooms across the region where we have the opportunity to teach kids about where their food comes from. Accompanied by curriculum that provides valuable agriculture and nutrition education students receive a well-rounded farm to school experience.

BENEFITS OF THE PROGRAM INCLUDE:
- Mentoring
- Communications Training
- Local, Regional & National Networking
- Guest Speakers & Presentations
- Crisis Preparation Training
- Media & Social Media Training
- Understanding the Checkoff Investment
- Awareness of Programs & Resources
According to the USDEC export update, population gains and middle-class expansion will continue to drive global dairy consumption in emerging markets at a faster pace than domestic dairy industries can match. Over the next 15 years, Asia’s middle class alone will grow by 2.7 billion people, from about 525 million today to 3.2 billion, which is about 10 times the total current population of the United States. There is incredible opportunity for U.S. dairy with those middle-class consumers. USDEC estimates rising consumer demand will increase globally-traded milk powder and dry whey volumes by more than 1 million tons by 2021. Demand for other dairy ingredients—milk protein concentrate, lactose and specialized products like lactoferrin and alpha-lactalbumin—will rise by more than 100,000 tons.

Dairy West staff continues to work with processors and departments of leaders along the supply chain to offer resources in the areas of consumer insights, purchasing and retail trends and sustainable nutrition. Together, we believe that we can provide support to expand domestic and global trade opportunities.

Through the support of USDEC’s “Next 5%” initiative, dairy farmers in Idaho and Utah have buoyed the overseas presence of trade specialists, focused on growing dairy sales.

**Why Support Global Market Opportunities?**

Demand will be there, in Asia, and around the world.

According to the USDEC export update, population gains and middle-class expansion will continue to drive global dairy consumption in emerging markets at a faster pace than domestic dairy industries can match.

**Over the next 15 years, Asia’s middle class alone will grow by 2.7 billion people, from about 525 million today to 3.2 billion, which is about 10 times the total current population of the United States.**

There is incredible opportunity for U.S. dairy with those middle-class consumers. USDEC estimates rising consumer demand will increase globally-traded milk powder and dry whey volumes by more than 1 million tons by 2021. Demand for other dairy ingredients—milk protein concentrate, lactose and specialized products like lactoferrin and alpha-lactalbumin—will rise by more than 100,000 tons.
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 serve the industry, their communities, and their churches.

2018 & 2019 School Awarded Funding Stats

- **Fuel Up To Play 60**
  - $215,682
  - to 63 schools

- **School Nutrition Equipment Grants**
  - $233,667
  - to 92 schools

- **Chocolate Milk To High-School Student Athletes**
  - $50,412
  - for 104,503 units

- **Chocolate Milk To HSAA Tournaments**
  - $23,937
  - for 79,148 units

- **Common-Core Curriculum Kits**
  - 109 delivered
INDEPENDENT DAIRY ENVIRONMENTAL ACTION LEAGUE {IDEAL}

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, the 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
Both the Idaho Dairymen’s Association and Dairy West 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, contact info@dairywest.org.

**IDA RESEARCH PROJECT EXAMPLES**

- Community Impacts of Idaho’s Dairy Workforce
- Manure Separation Efficiency Project
- Long-Term Impacts of Manure Applications on Idaho Soils

**DAIRY WEST RESEARCH PROJECT EXAMPLES**

- Development of Organic and/or Natural Mold Inhibitor for Cheese Applications
- Protein Metabolism in Humans After Consumption of Cheddar Cheese
- Comparison of Natural Sweeteners in Low Carb Protein Bars
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.

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.

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.
The dairy industry is highly regulated. Idaho’s dairies are committed to working with regulators and inspectors to ensure the highest quality, freshest, most wholesome products for processors, producers, and consumers.

In 2018, the Idaho State Department of Agriculture made the following dairy inspections:

- **2,034** Sanitation Inspections
- **2,348** Environmental Inspections
- **264** Nutrient Management Plan (NMP) Reviews
- **125** Ammonia Emissions Inspections
Livestock-based production accounts for over 60% of agricultural cash receipts in Idaho. In southern Idaho, dairy herds have tripled in the past 25 years, vaulting the state’s milk production from 10th to third nationally. Idaho’s food processing industry has paralleled this growth, expanding cheese and yogurt production.

Idaho CAFE will be the largest research dairy in the U.S. that will address animal agriculture and food processing challenges and opportunities nationwide. The center’s mission will include examining the sociology of dairy industry and community relations, and business and economic factors. This approach will improve upon existing sustainable practices to support a profitable and environmentally sound dairy and food industry.

KEY POINTS

» 1,000-2,000-cow dairy relying on advanced technology
» 1,000 acres of associated cropland
» Improved wastewater treatment and nutrient management systems
» Development of a food processing facility in collaboration with the College of Southern Idaho
» Components of the project will support laboratory space, offices for faculty and student housing

CONTACT

Michael P. Parrella  Dean, College of Agricultural and Life Sciences
mpp@uidaho.edu | 208.885.6681

TIMELINE

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAR 2019</td>
<td>Closed on research dairy property</td>
</tr>
<tr>
<td>APR 2019</td>
<td>Began environmental research at dairy location</td>
</tr>
<tr>
<td>AUG 2019</td>
<td>Close on outreach/education property</td>
</tr>
<tr>
<td>DEC 2019</td>
<td>Complete designs for both the dairy build and the outreach and education center</td>
</tr>
<tr>
<td>JUL 2021</td>
<td>Begin building research dairy</td>
</tr>
<tr>
<td>JUN 2023</td>
<td>Open outreach and education center</td>
</tr>
<tr>
<td>SPRING 2024</td>
<td>Begin milking cows at the research dairy</td>
</tr>
</tbody>
</table>
The Idaho Dairymen’s Association is proud to recognize the following individuals and organizations as Executive Associate Members. They each share our strategic vision for the well-being of Idaho’s dairy producers.

**COOPER NORMAN**

Since our founding by E. LeGrande Nelson in 1954, Cooper Norman has grown to become the #1 public accounting firm in reputation for quality service and innovative planning ideas. Approximately 30 years ago, we adopted the goal of becoming the number one provider of financial consulting services to the Idaho dairy industry.

Today, our dairy clients milk approximately 50% of the cows in Idaho. This goal was accomplished through our unwavering commitment to the dairy industry. Our firm and our team of professionals have invested significant hours and resources to gain a working knowledge of not just your financial statements, but also herd health, reproduction, and dairy management concepts. We believe it is the combination and relationship of these disciplines that enable us to be Idaho’s premier dairy accounting firm.

Cooper Norman provides all of the traditional financial and tax services. In addition, we consult with each of our dairy clients, utilizing industry averages from our wide range of Idaho dairy clients, to help you maximize your operating efficiencies. We 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.

Our goal is to exceed your expectations.

Visit www.coopernorman.com to learn more.

**EIDE BAILLY**

Eide Bailly 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.

Visit www.eidebailly.com to learn more.
BACKGROUND ON FCSTONE

DAIRY ROOTS
FCStone’s roots in the dairy industry goes back twenty years to the Downes-O’Neill LLC start, and continues that long commitment to the dairy industry as the dairy/foods group of FCStone. FCStone’s emphasis is on assisting and educating the industry on how to manage margins. We have taken a lead role in liaising between exchanges and the industry to develop new tools for dairy domestically and internationally. We continue to be an advocate for the dairy industry, to innovate and educate, and develop new tools that better fit the needs of the dairy industry.

INTL FCSTONE TODAY
» INTL ranked #30 on the 2012 Fortune 500 list of largest U.S. corporations.
» INTL has physical commodities revenues of approximately $69 billion
» Total assets: $3.0 billion
» Network of 33 offices in 13 countries

Visit www.intlfcstone.com to learn more.

Frazer, LLP is more than just an accounting firm. Frazer strives to be your most trusted advisors because we’re passionate about the dairy industry and our clients. Having worked with dairy producers across the United States for over half a century, Frazer doesn’t just serve the dairy industry, we are part of it. You can count on Frazer to have the experts, analysis, and high-quality products you need to reach your goals. We offer a wide range of services to all of our clients including tax planning, financial reporting, business consulting, litigation support, real estate transaction guidance, and much more.

While we just opened up our first Idaho-based office in Twin Falls, Frazer has been working with Idaho dairy producers for decades and we look forward to seeing the industry continue to grow and thrive in the years to come. We believe that the right team can make all the difference, and this is why we have decided to be associate members of Idaho Dairymen’s Association. We believe in the work that IDA is doing and see IDA as a vital part of what makes the Idaho dairy industry successful. We are excited to support IDA, our clients, the Idaho dairy industry, and to become even more involved in the Idaho dairy landscape.

Visit www.frazerllp.com to learn more.

Visit www.intlfcstone.com to learn more.
Vault Technologies is a dairy farm financial projection software that helps guide partial 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 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 businesses with transparency on Vault’s platform. It is available in the cloud, meaning dairy farmers can download Vault’s app to their smart phone 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.

Visit [www.vaultdairy.com](http://www.vaultdairy.com) to learn more.

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, our team of legal professionals serve the diverse needs of clients throughout Southern and Central Idaho. Sawtooth Law is strategically located to provide superior service to producers and organizations related to Idaho’s key resources – agriculture, natural resources, recreation, and water. Our 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, our 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 your legal needs in a cost effective, efficient manner.

Our attorneys, through personal and professional experience, are intimately familiar with the operational, familial, and legal concerns and aspects of agricultural operations. Our attorneys include David Claiborne, Bryce Farris, Evan Roth, Dan Steenson, and Andy Waldera.

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