

# A COMMUNITY THAT HAS YOUR BACK

We are family dairy farms, brought together by our shared values and our dedication to providing wholesome, nutritious dairy to families around the world. As a community, we work together to pay a competitive price and secure a home for our milk, increase efficiency and create lasting legacies for the next generation.

## PARTNERS ON THE FARM

From financing and insurance options to price risk management tools, we offer farm services designed to improve efficiency and profitability on the farm. With our on-farm field services and management tools, leadership development programs and access to experts, we are committed to being a partner on the farm.

## ONE UNIFIED VOICE FOR DAIRY

From Washington, D.C., to industry meetings around the globe, we are committed to advocating for dairy farm families and telling our story.



Hannah Wood | DFA farmer-owner | Clayton, N.Y.

## EVERY FARMER-OWNER REPRESENTED

**2,240**  
FARMS

**NORTHEAST AREA COUNCIL**  
Members elect representatives to sit on the Area Council, which helps guide management in local issues impacting the business.

**15**  
DISTRICTS

**DELEGATES AND  
RESOLUTIONS COMMITTEES**  
These representatives, elected at the district level, vote on issues that affect us all.

**11**  
BOARD DIRECTORS

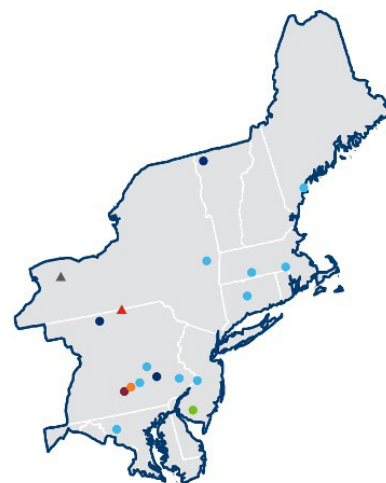


# DAIRY IS AT THE HEART OF WHAT WE DO AND THE HEART OF WHO WE ARE

## PLANTS WHERE YOU NEED THEM

With 81 DFA-owned plants nationwide, including 16 in the Northeast Area, we are committed to keeping the delivery of raw milk as local as possible. Whether it's one of our farmer-owned plants or one of our wide range of customer facilities, we believe finding a secure market for milk is the most important thing we do.

- DAIRY BRANDS
- DAIRY POWDERS
- RETORT SOLUTIONS
- BEVERAGE SOLUTIONS
- CHEESE, TASTE AND FLAVORS
- ▲ MANUFACTURING AFFILIATES
- ▲ ALLIANCES



## TELLING OUR STORY

Through our national and regional dairy brands, DFA connects family tables around the world directly back to our family farms through fresh, wholesome cheese, butter, fluid milk, dairy ingredients and more. Brands such as those shown below and more are proving that DFA is a mark that matters.



### NORTHEAST AREA LEADERSHIP

**Jerrel Heatwole**  
Chairman  
Northeast Area Council  
Farmer-owner  
Greenwood, Del.



### NORTHEAST AREA LEADERSHIP

**Brad Keating**  
Senior Vice President and  
Chief Operating Officer  
Northeast Area



Dairy Farmers of America

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