



Executive Committee Meeting

Tuesday, June 16, 2026 | 9:00–11:00 a.m.

DCC Office (3900 Lennane Dr, Ste 225, Sacramento) | Stever Miller Conference Room

Zoom link: <https://us02web.zoom.us/j/85328185275?pwd=gso01CZaCHQjSjeEJgEKzBq9bAp3iF.1>

Dial: 1 (669) 444-9171 | Meeting ID: 853 2818 5275 | Passcode: 081207

VISION: Milk and dairy are globally accepted as an essential solution to achieve nutrition security and sustainable food systems.

CAUSE: Elevating the health of children and communities in California by promoting lifelong healthy eating patterns that include milk and dairy foods.

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1. Call to Order – *Curt DeGroot, Chair* 9:00 a.m.
 2. Standards of Performance, Anti-Trust Statement and Approval of the March 19, 2026, Minutes – **Tab 0** 9:00 a.m.
(Motion to approve the March 19, 2026, Executive Committee Minutes)
 3. Public Comments 9:05 a.m.
 4. CEO Report – *Amy DeLisio, CEO* 9:10 a.m.
 5. FY 2025-2026 Financial Reports through May 31, 2026 – **Tab 3** 9:25 a.m.
Matt Delgado, Operations Officer
(Motion to recommend the FY 2025-2026 Financial Report and Cash Investments through May 31, 2026, and approve MUN CPAs for 2025-2026 audit and to bring forward to the full Board)
 6. FY 2026-2027 Strategic Success Plan – *Amy DeLisio, CEO* – **Tab 4** 9:40 a.m.
 - Add Vision, Purpose, Goals and Strategies content*(Motion to recommend the FY 2026-2027 Strategic Success Plan to bring forward to the full Board)*
 7. FY 2026-2027 Budget, Organizational Salary Structure and Assessment Rate – **Tab 5** 9:55 a.m.
Amy DeLisio, CEO
Matt Delgado, Operations Officer
 - Review Organizational Chart*(Motion to recommend the FY 2026-2027 Proposed Budget and Organizational Salary Schedule)*
(Motion to recommend the FY 2026-2027 Assessment Rate to bring forward to the full Board)
 8. Nominating Committee Report – *John Dolan, Committee Chair* 10:10 a.m.
 - Appointment of the Nominating/Board Member Search Committee

(Motion to approve the Executive Committee recommendation(s) for the Nominating Committee/Search Committee and bring forward to the full Board)

- 9. Closed Session pursuant to California Government Code 11126(a) and 11126(e) regarding the evaluation of performance and a Closed Session pursuant to California Government Code 11126(e)
(Motion to recommend to bring forward to the full Board) 10:20 a.m.
- 10. Open Session – Report on Closed Session
(Please share the names of those who made the first and second motions) 10:35 a.m.
- 11. CDFA Report – *Dennis Manderfield, Sr. Agricultural Economist* 10:40 a.m.
- 12. Chair’s Report – *Curt DeGroot, Chair* 10:50 a.m.
- 13. Additional Public Comments 10:55 a.m.
- 14. Adjourn 11:00 a.m.

Next Executive Committee Meeting - November 16, 2026, The Seabird Ocean Resort, Oceanside, CA

Anti-trust Statement - The Dairy Council of California, its members and staff, strictly comply with all State and federal antitrust laws. Discussions regarding setting prices and price terms, restrictions on competition, and boycotts are prohibited at all program functions. Should any meeting attendee observe discussions that involve antitrust sensitivity, the attendee should raise his or her concern and request the discussion be stopped. If the discussion continues, the discussion should be reported to the program CEO and Department staff.

Members of the public are encouraged to provide comments to the Board and may suggest items to be placed on the agenda for discussion at the next Board meeting. While the Board values the participation of the public, the Board Chair reserves the right to limit the time for public comment depending on the length of agenda and number of commenters.

Each of the noticed agenda items will include discussion and public comment. Noticed items will be considered for possible action by the Board. Any item not so noticed will not be considered or discussed. Items listed on the agenda may be considered in any order at the discretion of the Board Chair. All meeting agendas and notices are available on the California Department of Food and Agricultural website at: <https://www.cdfa.ca.gov/mkt/mkt/>. (*select Meeting Notices*)

For further information regarding this meeting, please contact: Rachel Otter, 916-263-3560.

AMERICANS WITH DISABILITIES ACT

All meeting facilities are accessible to persons with disabilities. If you need reasonable accommodation as defined by the Americans with Disabilities Act, or if you have questions regarding the public meeting, please contact Rachel Otter at 916-263-3560. Requests for reasonable accommodation should be made no later than three (3) days before the meeting.

EXECUTIVE COMMITTEE
DAIRY COUNCIL OF CALIFORNIA
STANDARDS OF PERFORMANCE

Executive Committee responsibilities will be fulfilled when the following are accomplished and appropriate feedback is given to the C.E.O.

At its third regularly scheduled meeting of the calendar year, the Executive Committee will:

1. Review current financial statement against budget and develop appropriate recommendations to the Board
2. Review program plans and supporting budgets (for the following fiscal year) and make any recommendations to the Board
3. Determine an assessment rate to support the recommended programs and budget for the following fiscal year and make a recommendation to the Board
4. Assess DCC administrative policies and recommend any modifications to the Board
5. Receive C.E.O.'s report on current DCC organization and staffing
6. Assess salary ranges and recommend any appropriate changes to the Board
7. Review C.E.O.'s recommendations on administrative matters that are outside her authority and take appropriate action
8. Review C.E.O.'s report on out-of-state program usage.
9. Appoint Nominating Committee
10. Review C.E.O.'s performance for previous year
11. Review C.E.O.'s salary and make appropriate recommendation for adjustment to the Board

Minutes of the Meeting of the
Dairy Council of California Executive Committee
March 19, 2026
Tommy Bahama Miramonte Resort, Indian Wells, CA

PRESENT: Curt DeGroot, Chair Michael Oosten, Vice Chair
Arlene VanderEyck Mike Newell
Brad Scott (phone) Steve Maddox

ABSENT: John Dolan

OTHERS

PRESENT: Amy DeLisio, Dairy Council of California
Matt Delgado, Dairy Council of California
Rachel Otter, Dairy Council of California
David Hillis, California Department of Food & Agriculture

Call to Order

Chair Curt DeGroot called the meeting to order at 9:01 a.m.

Standards of Performance, Anti-Trust Statement & Approval of January 21, 2026, Minutes

Chair DeGroot asked the Executive Committee members to review the Standards of Performance and the Anti-Trust Statement for the regularly scheduled spring meeting plus the January 21, 2026, Executive Committee minutes for approval.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY ARLENE VANDEREYK TO APPROVE THE MINUTES OF THE MEETING FROM JANUARY 21, 2026. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX, BRAD SCOTT; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2026-03-19 EX#1).

Public Comments: None

CEO Report

Ms. Amy DeLisio shared Dairy Council of CA highlights from key partnerships, campaigns and publications that focus on amplifying the importance and nutrition of dairy and dairy foods.

FY 2025-2026 Financial Report through February 28, 2026 & Cash Investments as of February 28, 2026, and 2025

Mr. Matt Delgado stated that the organization is outperforming budget expectations year-to-date. Revenue is ahead of plan by \$133K, while expenses are \$317K under

budget, producing a significantly better than expected net asset variance of +\$451K. Only \$91K has been drawn from reserves this year, compared with \$500K borrowed at this point last year—indicating major improvement in financial trajectory. Overall, revenue is stronger than expected. Costs are being managed tighter than budget. Reserves are stable and slightly improving. Operational efficiency is up, with no major compromise to program execution.

IT WAS MOVED BY MICHAEL OOSTEN AND SECONDED BY MIKE NEWELL TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2025-2026 FINANCIAL REPORT THROUGH FEBRUARY 28, 2026, AND CASH INVESTMENTS AS OF FEBRUARY 28, 2026, AND 2025, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2026-03-19 EX#2).

FY 2026-2027 Budget, Salary Increase & Assessment Rate

Ms. DeLisio and Mr. Delgado presented a forward-looking budget discussion, outlining recent cost-saving actions, current financial pressures and options to stabilize finances while maintaining program impact. It reflects a shift from short-term cost containment toward multi-year financial sustainability planning. Operating reserves currently sit at approximately 5.5 months. Information regarding a salary increase of up to 2% and different levels of assessment increase updates were shared. The Executive Committee approved the slide deck to be shared with the full board to further discuss the assessment increases.

Nominating Committee Update

In Mr. John Dolan's absence, Ms. DeLisio shared that one board member, Ms. Laura Bosch, resigned her board position leaving an open producer position on the Dairy Council of CA board and suggested leaving the vacant position open for summer recruitment. The Executive Committee agreed. She shared that the two new handler board members, Ms. Melanie Youkhana and Mr. Luis Gutierrez, positions are partial terms.

California Department of Food & Agriculture (CDFA) Report

Mr. David Hillis, Senior Agricultural Economist, filling in for Mr. Dennis Manderfield, reported that CDFA posted an announcement that funds from the former Marketing Division total \$2.6 million, not the previously discussed \$3.5 million, and while there was earlier agreement that California Dairy Research Foundation could administer the funds, CDFA cannot issue them as a block grant under current rules. CDFA explained that its grants must be reimbursed for projects already underway or completed, prompting participants to suggest treating the funds as an industry refund since they originated from producer and processor assessments. CDFA was open to this idea but said additional review is needed and will continue working with industry representatives on next steps.

Chair's Report

Chair DeGroot thanked the Executive Committee for their participation and Ms. DeLisio and Mr. Delgado for their reports.

Additional Public Comments: None

Adjourn

Chairman DeGroot adjourned the meeting at 10:39 a.m.

Submitted By: 

Amy DeLisio
Chief Executive Officer

Certification

I, Amy DeLisio, Chief Executive Officer of the Dairy Council of California, do hereby certify that, to the best of my knowledge, the foregoing is a true and correct copy of the minutes of a meeting of the Executive Committee held on January 21, 2026.

Submitted By: 

Amy DeLisio
Chief Executive Officer