



Executive Committee Meeting

Thursday, March 19, 2026 | 9:00–11:10 a.m. | White Sands
Tommy Bahama Miramonte Resort, Indian Wells

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.

Thursday, March 19, 2026 – White Sands (upper level)

1. Call to Order – *Curt DeGroot, Chair* 9:00 a.m.
2. Standards of Performance, Anti-Trust Statement and Approval of the January 21, 2026, Meeting Minutes – **Before Tab 1**
(Motion to approve January 21, 2026, Minutes) 9:05 a.m.
3. Public Comments 9:10 a.m.
4. CEO Report – *Amy DeLisio, Chief Executive Officer* 9:15 a.m.
5. Financial Reports – *Matt Delgado, Operations Officer* – **Tab 2** 9:30 a.m.
 - FY 2025-2026 Financial Report through February 28, 2026
 - Cash + Investments as of February 28, 2026, and February 28, 2025*(Motion to recommend to the full Board the FY 2025-2026 Financial Reports and the year-to-date financial reports)*
6. FY 2026-2027 Budget, Salary Increase and Assessment Rate 9:50 a.m.
Amy DeLisio, Chief Executive Officer
Matt Delgado, Operations Officer
 - Future Budget Forecasting*(Motion to recommend to the full Board for Approval)*
7. Nominating Committee Report – *John Dolan, Immediate Past Chair* 10:20 a.m.
8. California Department of Food and Agriculture Report 10:45 a.m.
David Hillis, Senior Agricultural Economist
9. Chair's Report – *Curt DeGroot, Chair* 10:55 a.m.
10. Additional Public Comments 11:05 a.m.

Next Executive Committee Meeting – June 16, 2026 – DCC Office, Sacramento + Zoom

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 comment 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.cdffa.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 second 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. Receive C.E.O.'s recommendations on administrative matters that are outside her authority and take appropriate action
3. Establish procedure for the audit

Minutes of the Meeting of the
Dairy Council of California Executive Committee
January 21, 2026
Dairy Council of California Office, Sacramento, CA & Zoom

PRESENT: Curt DeGroot, Chair (virtual) Arlene VanderEyk (virtual)
Michael Oosten, Vice Chair (virtual) Mike Newell
Brad Scott (virtual) John Dolan (virtual)
Steve Maddox (virtual)

ABSENT: None

OTHERS

PRESENT: Amy DeLisio, Dairy Council of California
Matt Delgado, Dairy Council of California
Rachel Otter, Dairy Council of California
Dennis Manderfield, California Department of Food & Agriculture (virtual)
Josie Marcial, Dairy Council of California
Kendall House, Dairy Council of California

Call to Order

Chair Curt DeGroot called the meeting to order at 9:32 a.m.

Standards of Performance, Anti-Trust Statement & Approval of November 17, 2025, Minutes

Chair DeGroot asked the Executive Committee members to review the Standards of Performance and the Anti-Trust Statement for the first regularly scheduled meeting of the calendar year plus the November 17, 2025, Executive Committee minutes for approval.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY MICHAEL OOSTEN TO APPROVE THE MINUTES OF THE MEETING FROM NOVEMBER 17, 2025. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX, BRAD SCOTT; NAYS: NONE; ABSTAIN: NONE; ABSENT: NONE (BOARD MOTION 2026-01-21 EX#1).

Public Comments: None

CEO Report

Ms. Amy DeLisio shared milk and dairy food highlights from the release of the *Dietary Guidelines for Americans* and federal food and nutrition policy updates and their dairy implications. She shared updates to the Success Plan, Dairy Council of CA campaigns

and an opportunity to partner with CA Milk Processors Board in “Unsung Heroes Campaign” that highlights food service directors in the Got Milk? Campaign.

March 2027 Board Location Review & Selection

Ms. Rachel Otter, Executive Assistant, provided cost estimates for four California hotels in preparation of hosting the Executive Committee and Board of Directors meetings in March 2027. In keeping with an effort to be cost-effective, the Executive Committee agreed to move forward to contract with a property in Irvine, CA.

Annual Review

Personnel/Staff Report

Ms. Josie Marcial, Human Resources Manager, shared organizational health over the last year that included workplace safety and emergency preparedness training, updating Dairy Council of CA policies and regulatory compliances and a brief overview of employee statistics.

2025 Office Lease & Contracts

Ms. Kendall House, Operations Director, reviewed Dairy Council of CA’s office lease terms from 2025 going into 2026 calendar years. She shared Dairy Council of CA contracts and their status, reporting a good standing.

CEO’s 2025 Expense Account

Ms. House shared a comparison summary of the CEO’s travel expenses from 2022 through 2025, noting a decrease in 2025.

Financial Reports

FY 2025-2026 Financial Report for the Period July 1, 2025, through December 31, 2025

The financial report showed the organization is performing better than expected, with actual revenue of \$3.2M against a budgeted \$3.19M, leading to nearly break-even net assets of -\$6K compared to a budgeted deficit of \$406K. The strong performance was attributed to higher industry assessments, workers’ comp savings, hiring freeze and better-than-expected investment performance, while all departments were spending 93% or less of their budget.

Cash Investments as of December 31, 2025, and 2024

Mr. Delgado shared that the organization’s reserves remained steady at 5.5 months of expenses. He also discussed a plan to reduce program expenses by 5% for the fiscal year that achieves approximately \$139K in cost savings.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY ARLENE VANDEREYK TO APPROVE THE FISCAL YEAR 2025-2026 FINANCIAL REPORTS FOR THE PERIOD JULY 1, 2025, THROUGH DECEMBER 31, 2025, AND CASH INVESTMENTS AS OF DECEMBER 31, 2025, AND 2024, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX; NAYS: NONE; ABSTAIN: NONE; ABSENT: NONE (BOARD MOTION 2026-01-21 EX#2).

FY 2026-2027 Budget Projections

The Executive Committee discussed the Proposal Subcommittee's recommendation to decline the California Milk Advisory Board counter proposal regarding Dairy Council of CA's sponsorship request. The decision was that Ms. DeLisio would reach out to Mr. Bob Carroll to decline the proposal and keep open further discussions regarding a sponsorship opportunity without governance stipulations. Further, the discussion regarding processor sponsorships for the Mobile Dairy Classroom, as recommended by members of the Proposal Subcommittee, was brought up and there was agreement not to pursue this option due to Dairy Council of CA's noncompetitive and neutral nature. These decisions will be reported at the full board meeting.

Preliminary discussions related to an assessment increase were had, with the executive committee's concern related to current milk pricing and impacts on farmers. The Executive Committee encouraged Dairy Council of CA to explore additional cost savings measures and bring multiple scenarios, including the possibility of raising assessment rates, to the March board meeting for the board's consideration.

IT WAS MOVED BY STEVE MADDOX AND SECONDED BY MIKE NEWELL TO DECLINE THE CALIFORNIA MILK ADVISORY BOARD'S COUNTER PROPOSAL, AS PRESENTED ABOVE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX; NAYS: NONE; ABSTAIN: NONE; ABSENT: NONE (BOARD MOTION 2026-01-21 EX#3).

Dairy Council of CA Board: Consideration of Nominees to Fill Handler Vacancies & Nominating Committee Update

Mr. John Dolan shared that the California Department of Food and Agriculture had recently received two handler self-nomination forms from two handler representatives interested in filling the two current handler vacancies on the Dairy Council of CA's board. The self-nominations were submitted by Ms. Melanie Youkhana of Valley Milk LLC and Mr. Luis Gutierrez of Karoun Dairies LLC. The Executive Committee agreed that both nominees were qualified to serve on the Dairy Council board and should therefore be recommended for appointment by the California Department of Food and Agriculture. They also agreed that Ms. Youkhana should be appointed to the vacant handler position having a term ending October 31, 2027, and that Mr. Gutierrez should be appointed to the vacant handler position having a term ending October 31, 2026.

IT WAS MOVED BY CURT DEGROOT AND SECONDED BY MIKE NEWELL TO RECOMMEND THAT THE CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE APPOINT MS. MELANIE YOUKHANA TO THE HANDLER BOARD VACANCY WITH A TERM ENDING OCTOBER 31, 2027, AND APPOINT MR. LUIS GUTIERREZ TO THE HANDLER BOARD VACANCY WITH A TERM ENDING OCTOBER 31, 2026. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN, STEVE MADDOX; NAYS: NONE; ABSTAIN: NONE; ABSENT: NONE (BOARD MOTION 2026-01-21 EX#4).

California Department of Food and Agriculture Report

Mr. Dennis Manderfield announced that the results from the recent milk producer referendum to consider the immediate termination of the Quota Implementation

Program (QIP) did not meet the required approval criteria. Therefore, the QIP program will continue.

Chairman's Report

Chair DeGroot thanked Dairy Council of CA staff and leadership, the Executive Committee and Mr. Manderfield for attending.

Additional Public Comments: None

Adjourn

Chairman DeGroot adjourned the meeting at 11:27 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