



## Board of Directors Meeting

November 13, 2023 | 1:00-4:10 p.m.

November 14, 2023 | 1:00-4:20 p.m.

Hilton Santa Barbara Beachfront Resort, Santa Barbara

**VISION:** Together, we advance milk and dairy's unique and essential contributions to healthy, sustainable eating patterns.

**CAUSE:** Elevating the health of children and communities in California by promoting lifelong healthy eating patterns.

### Monday, November 13, 2023 – Sierra Madre North

1. Call to Order and Introduction of New Board Members – *John Dolan, Chairman* 1:00 p.m.
2. Public Comments 1:05 p.m.
3. Standards of Performance, Anti-Trust Statement and Approval of the June 15-16, 2023, Minutes – **Tab 1**  
*(Motion to Approve the Minutes)* 1:10 p.m.
4. Dairy Council of California Updates – *Amy DeLisio, Chief Executive Officer* 1:15 p.m.
5. 2022-2023 Successes and Annual Report 1:30 p.m.
  - *Ashley Rosales, Nutrition & Industry Affairs Officer*
  - *Shannan Young, Partnerships & Programs Officer*
- Milk Punch Break** 1:45 p.m.
6. Guest Speaker: Board Governance/Engagement Training 2:15 p.m.
  - *Dr. Steve Swafford, Balance Warrior + Chief Executive Officer, Leadership Outfitters*
7. Additional Public Comment 4:00 p.m.
8. Adjourn 4:10 p.m.

**Cocktail Reception - 6:00 p.m. - Rodney's**

**Tuesday, November 14, 2023 – Sierra Madre North**

1. Call to Order – *John Dolan, Chairman* 1:00 p.m.
2. Public Comments 1:05 p.m.
3. Financial Reports – *Matthew Delgado, Operations Officer* 1:10 p.m.
  - 2022-2023 Financial Audit Report – **Tab 3**
  - 2022-2023 Year-End Financial Report – **Tab 4**
  - 2023-2024 Financial Report through September 30, 2023 – **Tab 5**

***(Motion to approve the 2022-2023 Audit Report, Year End Financial Reports & YTD Financial Reports for 2023-2024)***
4. Operations Update 1:25 p.m.
  - *Matthew Delgado, Operations Officer*
  - *Kendall House, Operations Program Director*
5. 2023-2024 Success Plan Updates: Where We Are – **Tab 2** 1:40 p.m.
  - *Amy DeLisio, Chief Executive Officer*
  - *Shannan Young, Partnerships & Programs Officer*
  - *Ashley Rosales, Nutrition & Industry Affairs Officer*
  - *Daniela Martinez, Mobile Dairy Instructor*
6. Let’s Eat Healthy Updates and Partnership Example – **Tab 2** 2:00 p.m.
  - *Shannan Young, Partnerships & Programs Officer*
  - *Bessie O’Connor, Project Manager*
  - *Guest Speaker: Kirsten Criswell, Coordinator of the School Wellness Summit, Santa Barbara County School Wellness Council*
- Break** 2:20 p.m.
7. Guest Speakers: Dairy Leaders Update 2:40 p.m.
  - *Steve James, Executive Director, California Milk Processor Board*
  - *Jennifer Giamboni, Vice President of Communications, California Milk Advisory Board*
  - *Michael Boccodaro, Executive Director, Dairy Cares*
8. Chairman’s Report – *John Dolan, Chairman* 3:30 p.m.
9. Nominating Committee Update – *Brad Scott, Immediate Past Chairman* 3:45 p.m.
 

***(Motion to approve the Nominating Committee recommendations)***
10. California Department of Food and Agriculture Report 4:00 p.m.
  - *Dennis Manderfield, Senior Agricultural Economist, California Department of Food and Agriculture*
11. Board Meeting Evaluation Poll 4:05 p.m.
12. Additional Public Comments 4:15 p.m.
13. Adjourn 4:20 p.m.

**Cocktail Reception – 6:00 p.m. – Anacapa/Santa Cruz**

## Next Board of Directors Meeting - March 14-15, 2024 - Temecula Creek Inn, Temecula

Anti-trust Statement - The Dairy Council of California, its members and its 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 the agenda and the 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.

**BOARD OF DIRECTORS**  
**DAIRY COUNCIL OF CALIFORNIA**  
**STANDARDS OF PERFORMANCE**

The Board's responsibilities will be fulfilled when the following are accomplished  
and appropriate feedback is given to the C.E.O

**At its regularly scheduled fall meeting:**

1. Evaluate previous fiscal year's program results and expenditures against goals and budget
2. Review current financial statement against budget and act on Executive Committee's recommendation
3. Receive report on independent audit and evaluation from Executive Committee
4. Review actions taken by the Executive Committee
5. Review other recommendations brought forth by the Executive Committee and/or C.E.O. and take appropriate action
6. Receive Nominating Committee's recommendations and elect officers of the Board and Executive Committee.

Minutes of the Meeting of the  
Board of Directors  
Dairy Council of California  
June 15-16, 2023  
Embassy Suites, Sacramento, CA

PRESENT:

Vance Ahlem	Heidi Nunes
Domenic Carinalli	Tyler Ribeiro
Curt DeGroot	Patrick Schallberger
Stacy Heaton	Brad Scott
Maureen Lemos	Hem Shah
Stephen Maddox	Richard Shehadey
Mike Newell	Arlene VanderEyck

ABSENT:

Chuck Ahlem	Lauren Oostdam
Cheryl Fiello	Dennis Roberts
Fred Denier	Leaine Souza
John Dolan	Arlin Van Groningen
Joey Fernandes	Stephen Weststeyn

OTHERS

PRESENT:

Matt Delgado, Dairy Council of California  
Amy DeLisio, Dairy Council of California  
Sonia Fernandez, Dairy Council of California (6/15/2022)  
Megan Holdaway, Dairy Council of California (6/15/2022)  
Kendall House, Dairy Council of California  
Alyssa McClelland, Dairy Council of California  
Kim McLaughlin, Dairy Council of California (6/15/2023)  
Rachel Otter, Dairy Council of California  
Trina Robertson, Dairy Council of California  
Ashley Rosales, Dairy Council of California  
Meggan Rush, Dairy Council of California (6/15/2023)  
Efrain Valenzuela, Dairy Council of California  
Alex Vigil, Dairy Council of California (6/15/2022)  
Shannan Young, Dairy Council of California  
Dennis Manderfield, California Department of Food and Agriculture  
David Ko, California Department of Food and Agriculture visitor (6/15/2023)  
Dr. Lorrene Ritchie, Nutrition Policy Institute (6/15/2023)  
Katie Brown, National Dairy Council (6/16/2023)

## **Thursday, June 15, 2023**

### Call to Order and Introductions

Ms. Amy DeLisio, Dairy Council of California's Chief Executive Officer, called the meeting to order at 1:01 p.m. Pro Tem Chairman Brad Scott (filling in for Mr. John Dolan) welcomed everyone to the summer 2023 Dairy Council of California Board of Directors meeting. Introduced new Executive Assistant for the Dairy Council of California, Rachel Otter, and went around the room introducing Dairy Council of California staff in attendance, presenters and visitors.

**IT WAS MOVED BY RICHARD SHEHADEY AND SECONDED BY MIKE NEWELL TO APPROVE BRAD SCOTT AS THE PRO TEM CHAIRMAN FOR THE JUNE 2023 MEETING. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, FRED DENIER, JOHN DOLAN, JOEY FERNANDES, CHERYL FIELLO, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-15 BD#1).**

### Standards of Performance, Anti-Trust Statement and Approval of March 16-17, 2023, Minutes

AMENDED minutes: Incorrect city location shown in March's minutes. City location updated from Visalia, California to San Diego, California.

**IT WAS MOVED BY HEIDI NUNES AND SECONDED BY VANCE AHLEM TO APPROVE THE MARCH 16-17, 2023, MINUTES. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, FRED DENIER, JOHN DOLAN, CHERYL FIELLO, JOEY FERNANDES, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-15 BD#2).**

### Public Comments

None

### Guest Speaker: DCC Research Projects – Milk Type in Toddlers Study

Dr. Lorrene Ritchie, Director at the Nutrition Policy Institute, presented the current milk recommendations for infants and toddlers stating that current evidence is unclear on the best milk type for children and more research is necessary based on observational studies only. Dr. Ritchie provided a summary of the Dairy Council of California funded pilot study to demonstrate feasibility of a clinical trial to assess milk type and various health indicators, such as physical growth, dietary intake, metabolism, microbiota and cognitive development in infants starting at 12-months-old and following up at 15-months-old. The results of this pilot study were instrumental in receiving funding from the National Institutes of Health to conduct a modified five-year (2023-2028) study, Milk

Type in Toddlers (Milk-TOT). This study will conduct baseline health, growth and other measures in select toddlers starting at two-years-old with randomized milk assignments of whole milk or low-fat milk, with a follow-up at three-years-old to assess outcomes.

#### 2022-2023 Financial Report through May 31, 2023

Mr. Matt Delgado, DCC Operations Officer, reviewed the comparative statements of net position as of May 31, 2023, and 2022. Total liabilities and net position were \$9,059,146 for the current year as compared to \$8,117,495 the prior year.

**IT WAS MOVED BY STEPHEN MADDOX AND SECONDED BY MIKE NEWELL TO APPROVE THE FINANCIAL REPORT, CASH AND INVESTMENT THROUGH MAY 31, 2023. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, JOEY FERNANDES, CHERYL FIELLO, FRED DENIER, JOHN DOLAN, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-15 BD#3).**

#### 2022-2023 Success Plan Report

Ms. Ashley Rosales, Dairy Council of California Nutrition Science Officer, presented on increasing food and nutrition literacy. The Let's Eat Healthy Together is a new 12-episode nutrition education broadcast series created in partnership with LAUSD's Wellness Programs, KLCS-TV and Dairy Council of California premiere each Wednesday at 5 p.m. on KLCS-TV and on-demand the next day at [HealthyEating.org/Together](https://HealthyEating.org/Together). Program award highlights include Fuel Up with Breakfast won a 2023 silver Telly and Let's Eat Healthy *Together* won a 2023 bronze Telly. The Mobile Dairy Classroom (MDC) educated 287,763 students. Expanded outreach via the Dairy Tour with the farm-to-school task force and researchers, community dairy ag events, dairy industry meet and greets, the NFL collaboration, public service announcements and DairyUp app. Exhibits estimated impressions reached 82,132. Supporting milk and dairy advocacy included 142 technical advising branches and 64 avenues at podiums.

Ms. Shannan Young, Dairy Council of California Partnerships & Programs Officer, presented the survey results assessing the value of milk and dairy foods by health professionals, educators and students. All levels showed positive nutrition sharing and/or knowledge. Educators reported consuming more dairy after teaching Dairy Council of California programs. Increased national influence via resource placement showing complete U.S. expansion from July 2022 through May 2023. High school program use has expanded globally into Europe, South America, Australia and Asia.

#### Success Plan in Action Gallery Walk

##### **First 1000 Days**

Ms. Trina Robertson, Evaluation & Impact Manager, and Ms. Megan Holdaway, Nutrition Science Program Manager, presented the professional development to 1000+ health professionals and educators at eight conferences and events. The Dairy Council of California developed content through the Healthy Eating TABLE and Trends

publications that include the first 1000 days. Dairy Council of California is currently in the process of creating culturally relevant resources for families through the Centers for Disease Control and Prevention funding on introducing foods to babies until age two. Dairy Council of California comments focused on dairy foods' unique nutrient package that promotes lifelong growth, development and learning; the important role of dairy as a central component of Women, Infants and Children (WIC) food packages; and the potential impact changes could have to WIC participation rates and access to nutrient-dense dairy foods.

Next steps for fiscal year 2024:

- National Institutes of Health Milk Study – National Policy Institute received funding
- Legacy Health Endowment – Dairy Council of California received a \$250,000 grant to partner with CHCA
- Engage Let's Eat Healthy Champions to present at key health professional conferences

### **Let's Eat Healthy (LEH) Activation**

Ms. Alyssa McClelland, Partnerships & Programs, Program Director, and Ms. Sonia Fernandez, LEH Program Manager, presented summaries of the LEH Summit, grant programs, California Local School Wellness Policy (LSWP) Collaborative, Leadership Award Program and Think GOLD education event.

*LEH Summit:* Presentations underscored the importance of cross-sector coordination and collaboration as key to advancing progress in shifting health outcomes of individuals and recognized LEH as an actional platform that unites, engages and activates changemakers. The Summit showcased MDC and elevated the successes and impact of LEH champions.

*Grant Programs:* Placement of \$60,000 awarded (\$40K = Fuel Up to Play 60, \$20K = Dairy Council of California LEH Community) to school districts, schools and community organizations to assist in innovative and sustainable solutions to foster healthy eating, food access, ensuring positive placement of milk and dairy foods and nutrition education.

*CA LSWP Collaborative:* 20 active agencies and over 950 members. In the fiscal year 2023, Dairy Council of California staff organized two Community of Practice webinars reaching a combined total of 1,383 participants through the topics of defining nutrition security and school nutrition hubs.

*Leadership Award Program:* The LEH Leadership Awards is a flagship program under the LEH initiative, currently in its fourth year, which recognizes outstanding contributions of California champions who empower healthier children, families and communities to develop lifelong healthy eating habits. Eight California LEH Champions were honored including two organizational recipients.

*Think GOLD:* Dairy Council of California collaborated with the Bay Area Women's Sports Initiative and the San Francisco 49ers who teamed up to put on the 13th Annual Think GOLD event for 100 Bay Area high school female athletes. Participants learned



how milk and dairy foods are part of a healthy eating pattern for athletes to fuel up and dispelled myths about milk and protein alternatives. The MDC broke ground by bringing the first cow ever to Levi Stadium.

### **Dairy Ag Literacy**

Mr. Efrain Valenzuela, MDC Program Director, spoke on expanding the Dairy Council of California audiences and exhibits. The Dairy Council of California is currently working on marketing our recently created ag literacy banners to county fairs and industry events. Dairy Council of California will continue to host farm tours for health, academic and education professionals and are looking into developing middle school and high school level ag literacy curriculum.

Ms. Kim McLaughlin, MDC Manager, summarized activities as continuing to reach students, teachers and communities all over the state. The MDC primarily visits schools but also attends ag days hosted by local farm bureaus, Future Farmers of America (FFA) chapters, or other agricultural entities. The MDC is there to represent the dairy industry and teach dairy ag literacy and healthy eating.

Dairy Council of California delivers the MDC presentations both in person and through a virtual field trip platform. The virtual field trip takes place at a dairy farm which provides an in-depth view of a dairy farm. In addition to the lesson that covers sustainable practices, animal nutrition and cow comfort, additional videos and education material highlighting digestion, the milking process and the importance of a well-balanced diet. This year, the Dairy Council of California reached a total of 17,771 students virtually. The virtual option allowed the Dairy Council of California to reach students that normally wouldn't have been able to attend an in-person assembly due to ineligibility or out-of-zone.

With the school year over, the MDC program reached 37 counties, 251 districts, 507 in-person locations and 203 virtual locations.

Included in that count, the Dairy Council of California accomplished two separate out-of-zone trips to San Luis Obispo, California, seeing a little under 4,000 students. In addition to expanding the Dairy Council of California's reach to the coast, the partnership was made with Cal Poly San Luis Obispo Dairy Unit as they provided the cow for the school visits.

In the upcoming school year, the Dairy Council of California will continue to offer virtual assemblies and expand in-person reach to cover schools in Ventura, Santa Barbara and northwest Los Angeles County. This equates to roughly 45 new school districts.

Furthermore, by expanding dairy ag literacy into California communities, the MDC was able to attend Summer Meal Kick-off events in Hesperia, Upland, Rialto and Fontana. This partnership was a collaboration between the MDC program, a Community Nutrition Advisor in Southern California and District School food service. The summer meal kick-off event provides meals during the summer to ensure children have access to nutritious meals and snacks when school is not in session. The MDC is proud to be an ally to champion Summer Meals.

## **Marketing and Communications**

Mr. Alex Vigil, Program Director of Marketing & Digital, and Ms. Meggan Rush, Communications Program Manager, provided updates on the Dairy Council of California marketing and communications campaigns, the communication channels, and the emphasis on storytelling and personalized content within the unit's work. Board members expressed positive sentiment about messaging not only hard data (the head) but also the storytelling aspect (the heart) to deliver impact content and messaging to our core audiences.

## Chairman's Report

Pro Tem Chairman Scott reported on this year's upcoming Board of Directors nominations process. He stated that the Nominating Committee had been able to contact all the members whose term is expiring this year and that all of them, except Arlin Van Groningen, had expressed interest in serving another term. Mr. Scott explained that Mr. Van Groningen had submitted his resignation, thus creating a vacancy on the Executive Committee. He further explained that Ms. Arlene VanderEyck has agreed to be a member of the Executive Committee if appointed by the Board and that such appointment would be in effect until the Board selects a new Executive Committee at its upcoming November Board meeting.

**IT WAS MOVED BY RICHARD SHEHADEY AND SECONDED BY MIKE NEWELL TO APPROVE MS. ARLENE VANDEREYK'S APPOINTMENT TO THE EXECUTIVE COMMITTEE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, JOEY FERNANDES, CHERYL FIELLO, FRED DENIER, JOHN DOLAN, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-15 BD#4).**

## Public Comments

None

## Adjourn for Day

Pro Tem Chair Scott adjourned the meeting for the day at 4:00 p.m.

## **Friday, June 16, 2023**

### Call to Order

Pro Tem Chairman Scott reconvened the meeting at 8:03 a.m.

### Public Comments

None

### Guest Speaker: Dairy Management, Inc. Update

Ms. Katie Brown, Senior Vice President of Scientific & Nutrition Affairs at the National Dairy Council, presented on growing dairy's reputation with today's and tomorrow's thought leaders. With a focus on the Reputation objective of ASPIRE, the goal is to revitalize U.S. dairy's image and relevance as a source of human nourishment, renewable energy, and societal and planetary health. The Dairy Management, Inc. and Mayo Clinic collaboration will advance shared science around the role of dairy foods, particularly whole milk dairy foods, in cardiovascular and metabolic conditions. Three main strategies include dairy and cultural relevance, parents and early childhood and youth and school wellness.

International Dairy Federation World Dairy Summit 2023, October 16-19, 2023, in Chicago, Illinois. Five Dairy Council of California staff will attend.

### Review Research Concept Projects

Ms. DeLisio and Ms. Rosales presented on a recommended research project that aligns with the Success Plan strategies (Education & Advocacy and Partnerships & Collaborations) titled "Needs assessment and feasibility study for inclusion of culturally appropriate fermented dairy foods in the WIC food package" through the University of California, Davis, Department of Food Science and Technology in partnership with California Department of Public Health WIC and Clover Sonoma.

Phase One: Research will be around fermented dairy foods (e.g., kefir, yogurt and cheese). Diversifying the fermented dairy WIC offers (currently only yogurt and cheese) would enhance nutritional benefits for pregnant, postpartum or breastfeeding women and their young children. Focus has been placed on federal nutrition assistance programs, like WIC, to be culturally relevant and equitable. Limited data exists on the variety of dairy commonly consumed by diverse populations participating in these programs.

Phase Two: Provide a broad range of fermented dairy options and analyze the dietary patterns and health changes.

The proposed budget has a three-year timeline with an annual programmatic cost of \$100K (total project cost of \$300K at the study completion). Other considerations include exploring an opportunity to co-sponsor with the California Dairy Research Foundation and explore additional research examining the link between fermented dairy products and potential microbiome health markers on WIC participants with the study cohort.

Funding proposal awarded (First 1000 Days Community Intervention) by the Legacy Health Endowment. Dairy Council of California will launch a community

intervention with a goal of reaching at least 100 families in Gustine, California, primarily with underserved Latinas. Provide dairy and nutrition education training for health providers and clinic staff. Deliver nutrition education and supplemental funds for mothers/families with babies (two-years-old and under) to purchase milk and dairy foods. Dairy Council of California will partner with the Community Health Centers of America will serve as the clinic partner and funding agency. Evaluation will assess nutrition security and diet quality of participating families. Dairy Council of California will hire a bicultural and bilingual Program Manager to implement and coordinate the program in the local community with a project kick-off planned for July 2023. The budget for the first year is \$250K with an annual renewal of \$250K for year two.

#### 2023-2024 Dairy Council of CA Strategic Success Plan

Ms. DeLisio presented the Social Ecological Model (policy, community, institutional, interpersonal, individual) and its comprehensive approaches. The Dairy Council of California values stay aligned and consistent with healthy eating patterns vs streamlined key strategies over the organization: Dairy Ag, Education and Advocacy, Thriving Organization and Partnerships and Collaborations. Core sectors include Dairy Community, Education, Professional Associations, Government, Healthcare and Academia.

We can build value for milk and dairy through core measures: functional health benefits, sustainable nutrition, nutrition security and nutrition needs for key life stages.

Ms. Rosales presented Dairy Ag Literacy highlights which included hiring two MDC staff to sustain as a flagship program. Focus areas include: Engaging key thought leaders in dairy farm tours, empowering youth through FFA linking to STEAM, expanding dairy experiential learning exhibits and collaborating with the California Department of Food and Agriculture (CDFA) Farm-to-School state and regional staff.

Ms. Rosales also presented Education and Advocacy highlights which included advancing the value of milk and dairy foods as a solution to address the nutritional needs in key life stages and preserve the position of milk and dairy foods within the federal nutrition programs to achieve nutrition security. Focus areas include: amplifying the Let's Eat Healthy Together series across sectors, developing the Let's Eat Healthy Toolkit and resources, advancing First 1000 Days through Legacy Health Foundation Grant, activating champions to educate and advocate for milk and dairy foods, conducting professional development reaching target audiences, advance nutrition and regulatory affairs tools and resources.

Ms. Young presented Partnerships and Collaborations highlights which included equipping partners to advocate for positioning milk, cheese and yogurt within programs, policies and guidelines to achieve nutrition security through co-creating tools, programs and resources at key life stages for impact to ensure dairy inclusion; fund independent research and local initiatives to address opportunities that support milk a dairy's role in sustainable nutrition; facilitate the Local School Wellness Collaborative and the Smarter Lunchroom Movement; and, activate and elevate LEH Champions as trusted messengers and spokespeople. Focus areas include: LEH Advisory Committee,

expanding the LEH mini-grants and awards, engage with prioritized professional associations.

Mr. Delgado presented Thriving Organization highlights which included building an equitable organization, measuring the Dairy Council of California's impact, clarifying Dairy Council of California's marketing and messaging, optimizing fiscal stability, strengthening Dairy Council of California's infrastructure, strengthening Dairy Council of California's organizational structure and invest in the Dairy Council of California team. Focus areas include: exploring digital-forward options to create a strong, nimble technology infrastructure; expanding the quality of the organization's digital ecosystem to support program and development goals; strengthening Dairy Council of California's research and evaluation metrics; defining how Dairy Council of California efforts create collective impact towards the shared vision; and, professional development.

Adopt and Approve the 2023-2024 Organizational Salary Schedule

Ms. DeLisio provided information regarding the 2023-2024 salary schedule.

**IT WAS MOVED BY MIKE NEWELL AND SECONDED BY STACY HEATON TO APPROVE THE 2023-2024 DCC ORGANIZATIONAL SALARY SCHEDULE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, JOEY FERNANDES, CHERYL FIELLO, FRED DENIER, JOHN DOLAN, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-16 BD#1).**

2023-2024 Proposed Budget and Assessment Rate

Mr. Delgado reviewed the proposed 2023-2024 budget with total proposed revenues of \$6,432,000 and total expenses of \$7,186,095 for a total decrease in reserves of \$674,095. There was no change in the proposed assessment rate.

2023-2024 Investment Strategy

Mr. Delgado shared the Council's current investment situation. The recommendation for the new fiscal year is to reinvest \$625,000 of CDs maturing by April 2024. The Dairy Council of California will evaluate the investment strategy at the end of each fiscal year. By June 30, 2024, the Dairy Council of California will have five and a half months of reserves.

**IT WAS MOVED BY CURT DEGROOT AND SECONDED BY STEPHEN MADDOX TO APPROVE THE 2023-2024 SUCCESS PLAN, 2023-2024 PROPOSED BUDGET, PROPOSED CAPITAL EXPENDITURES, AND ASSESSMENT RATE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, JOEY FERNANDES, CHERYL FIELLO,**

**FRED DENIER, JOHN DOLAN, LAUREN OOSTDAM, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-16 BD#2).**

Update on DCC Hearing

Ms. DeLisio stated the hearing will be held virtually on September 6, 2023.

Nominate Committee: Pro Tem Chairman Scott reported that the recent resignation of Mr. Arlin Van Groningen had created a Vice Chairman vacancy on the Executive Committee and that there is therefore a need to appoint one of the other Executive Committee members to serve as the Vice Chairman until the Board selects a new Executive Committee at its upcoming November board meeting. Mr. Scott indicated that current Executive Committee member Mr. Curt DeGroot has volunteered to serve as the Vice Chairman until that time.

**IT WAS MOVED BY RICHARD SHEDAHEY AND SECONDED BY TYLER RIBEIRO TO APPROVE MR. CURT DEGROOT AS VICE CHAIR OF THE EXECUTIVE COMMITTEE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: VANCE AHLEM, DOMENIC CARINALLI, CURT DEGROOT, STACY HEATON, MAUREEN LEMOS, STEPHEN MADDOX, MIKE NEWELL, HEIDI NUNES, TYLER RIBEIRO, PATRICK SCHALLBERGER, BRAD SCOTT, HEM SHAH, RICHARD SHEHADEY, ARLENE VANDEREYK. NAYS: NONE. ABSTAIN: NONE. ABSENT: CHUCK AHLEM, FRED DENIER, JOHN DOLAN, LAUREN OOSTDAM, JOEY FERNANDES, CHERYL FIELLO, DENNIS ROBERTS, LEAINE SOUZA, ARLIN VAN GRONINGEN, STEPHEN WESTSTEYN (BOARD MOTION 2023-6-16 BD#3).**

CDFA Report

Mr. Dennis Manderfield, Senior Agricultural Economist at CDFA, reported that every five years CDFA is required to conduct a public hearing to consider the continuation of the Dairy Council. He stated that such a hearing will be conducted via ZOOM on September 6, 2023. He further stated that CDFA will issue the hearing notice in early August and those interested in submitting hearing testimony may submit written testimony to CDFA prior to the hearing or testify verbally during the hearing. Mr. Manderfield also shared information regarding the annual nominations and elections process that will be conducted in order to fill board positions with terms expiring this year and to fill any mid-term vacancies. He noted that the request for nominations will likely be issued in mid- to late-July and will be followed by the issuance of ballots if there are more nominations submitted than available positions. He stated that all board members with terms expiring, except Arlin Van Groningen, had indicated to the Nominating Committee that they intend to seek appointment for another term.

Mr. Manderfield explained to the board that the Bagley-Keen Open Meeting Act requires that for all teleconference meetings, there be a physical location announced on the meeting notice where the public could choose to attend in lieu of choosing to participate remotely and that such physical location must have at least one board member physically present for the meeting. Mr. Manderfield noted that this physical location requirement for teleconference meetings had been temporarily relaxed due to COVID-19 but was scheduled to go back in effect on July 1, 2023. Mr. Manderfield further explained that even a board member's office address could be the announced physical

meeting location on the agenda with the understanding that the board member must be there and that the public could potentially show up at that listed location.

Public Comments

None

Adjourn

Pro Tem Chairman Scott adjourned the meeting at 10:50 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 Board of Directors held on June 15-16, 2023.



Submitted By: \_\_\_\_\_

Amy DeLisio  
Chief Executive Officer