



Executive Committee Agenda

November 17, 2025 | 9:00–11:30 a.m.
Carmel Valley Ranch Resort, Carmel | Vintner Room

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.

Breakfast buffet – 8:30-9:00 a.m. – Vintner Terrace

1. Call to Order – *Curt DeGroot, Chairman* 9:00 a.m.
2. Standards of Performance, Anti-Trust Statement & Approval 9:05 a.m.
of the June 11, 2025, Minutes – **(Before Tab 1)** *(Motion to approve the Minutes)*
3. Public Comments 9:10 a.m.
4. CEO Report – *Amy DeLisio, CEO* 9:15 a.m.
 - Set January 2026 Executive Committee meeting date
5. Financial Reports – *Matt Delgado, Operations Officer* 9:35 a.m.
 - FY 2024-2025 Year-End Financial Report – **Tab 2**
 - FY 2025-2026 Financial Report through October 31, 2025 – **Tab 4**
 - Cash Investments Report – **Tab 4***(Motion to recommend to the full board the 2024-2025 Year End Financial Reports and YTD Financial Reports for 2025-2026)*
6. Review FY 2024-2025 Audit Report – **Tab 3** 9:55 a.m.
Matt Delgado, Operations Officer
Guest Speaker: Brad Bartells, MUN CPAs (Phone)
(Motion to recommend to the full Board the 2024-2025 Audit Report)
7. Discuss Proposal & Funding Options for FY 2026-2027 10:10 a.m.
Amy DeLisio, CEO
Matt Delgado, Operations Officer
 - Updates and next steps
 - Options for 2026-2027
 - Additional cost reduction strategies*(Motion to bring recommendation(s) to the full Board for discussion)*

Break

10:30 a.m.

8. Nominating Committee Update – *John Dolan, Immed. Past Chair* 10:45 a.m.
 - ***Motion to recommend to the full Board electing officers to the Executive Committee***
 - ***Motion to recommend to the full Board the recommended nominees to CDFA to fill two Handler vacancies, if applicable***
9. California Department of Food & Agriculture Report 10:55 a.m.
Dennis Manderfield, Sr. Agricultural Economist
10. DCC Policy Manual Updates & Administrative Policies Approval 11:05 a.m.
Kendall House, Operations Director (***Motion to recommend to the full Board to approve the updated DCC Policy Manual & Administrative Policies***)
11. Chairman’s Report – *Curt DeGroot, Chairman* 11:15 a.m.
12. Additional Public Comments 11:20 a.m.
13. Adjourn 11:25 a.m.

Next Executive Committee Meeting – January 2026 – 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.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 fourth regularly scheduled meeting of the calendar year, the Executive Committee will:

1. Review current financial statements against budget and develop appropriate recommendations to the Board
2. Review C.E.O.'s recommendations on administrative matters that are outside her authority and take appropriate action
3. Review audit report and make report to the Board
4. Select Board meeting dates and sites for following year

Minutes of the Meeting of the
Executive Committee
June 11, 2025
Dairy Council of California Office, Sacramento, CA + Zoom

PRESENT: Curt DeGroot, Chairman Michael Oosten
Arlene VanderEyk Mike Newell (in person)
Brad Scott John Dolan

ABSENT: Steve Maddox

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

Call to Order

Chairman DeGroot called the meeting to order at 1:00 p.m.

Standards of Performance, Anti-Trust Statement and Approval of March 20, 2025, Minutes

Chairman DeGroot asked the Executive Committee members to review the Standards of Performance and the Anti-Trust Statement for the regularly scheduled summer meeting plus the March 20, 2025, Executive Committee minutes for approval.

IT WAS MOVED BY JOHN DOLAN AND SECONDED BY MIKE NEWELL TO APPROVE THE MINUTES OF THE MEETING FROM MARCH 20, 2025. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, ARLENE VANDEREYK, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: STEVE MADDOX, BRAD SCOTT (BOARD MOTION 2025-06-11 EX#1).

Public Comments: None

CEO Report

Ms. Amy DeLisio noted FY 2024-25 Success Plan updates, including the program reach goals met from Dairy Council of CA webinars, educational engagements, virtual field trips and other conferences and events. Ms. DeLisio shared state and federal nutrition policy updates and their dairy implications.

2024-2025 Financial Reports through May 31, 2025

FY 2024-2025 Report through May 31, 2025

Mr. Matt Delgado reported that the Dairy Council of CA is capitalizing on CDs while interest rates are higher. Mr. Delgado continued to provide high-level overviews of the statements of net position, changes in assets and expenses with no issues or noteworthy items to share currently.

Cash & Investments as of May 31, 2025, and May 31, 2024

Mr. Delgado reported that Dairy Council of CA shifted some long-term CDs as short-term CDs mature and noted that CD rates have remained stable. Mr. Delgado shared an overall increase in investment income over the year.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY JOHN DOLAN TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2024-2025 FINANCIAL REPORTS THROUGH MAY 31, 2025, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: STEVE MADDOX (BOARD MOTION 2025-06-11 EX#2).

2025-2026 Strategic Success Plans

Ms. DeLisio reported on the strategies and key sectors that will be focused on FY 2025-2026: education, advocacy, collaboration and thriving organization. The two focus lenses Dairy Council of CA is prioritizing are functional health benefits and nutritional needs at life stages but also a focus on sustainable nutrition and nutrition security. Outcomes from the strategies and key sectors include partners using dairy inclusive nutrition tools to educate children and families, their participation in dairy inclusive nutrition opportunities and Champions engaging in actions to advance milk and dairy. A plan was shared to align Let's Eat Healthy into Dairy Council of CA and then sunset the initiative.

IT WAS MOVED BY MICHAEL OOSTEN AND SECONDED BY JOHN DOLAN TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2025-2026 STRATEGIC SUCCESS PLAN, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: STEVE MADDOX (BOARD MOTION 2025-06-11 EX#3).

Fiscal Year 2025-2026 Proposed Budget, 2025-2026 Organizational Salary Schedule and Assessment Rate

Assessment Rate

The Executive Committee concluded that the assessment rates for the 2025-2026 fiscal year should be maintained at current levels and should therefore be as follows:

For handlers of milk:

- \$0.0140 per hundredweight for milk utilization in Class 1 products.
- \$0.0070 per hundredweight for milk utilized for all other usages.

For producers of milk:

- \$0.00144 per pound for quota solids-not-fat,
- \$0.00072 per pound for all other solids-not-fat, or
- If the stand-alone quota program ceases to operate during the fiscal year, a single producer assessment rate for the remainder of the fiscal year shall be calculated and set by the Department at a flat amount per hundredweight of milk produced and delivered to a handler that will generate total projected producer assessment revenue equal to total projected handler assessment revenue.

IT WAS MOVED BY ARLENE VANDEREYK AND SECONDED BY MIKE NEWELL TO SET THE 2025-2026 ASSESSMENT RATES AT THE LEVELS PRESENTED ABOVE. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: STEVE MADDOX (BOARD MOTION 2025-06-11 EX#4).

Fiscal Year 2025-2026 Proposed Budget and Organizational Salary Structure

Mr. Delgado noted the Dairy Council of CA continues efforts with cost-saving measures and reduced spending. Mr. Delgado shared a 2% decrease in budgeted assessment revenue from the previous fiscal year. The proposed budget includes a staff cost of living salary increase. The CalPERS amortization (classic version) unfunded liability payments will increase within the next two years by \$200,000.

IT WAS MOVED BY STEVE MADDOX AND SECONDED BY BRAD SCOTT TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2025-2026 PROPOSED BUDGET AND A STAFF COST OF LIVING SALARY INCREASE, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: STEVE MADDOX (BOARD MOTION 2025-06-11 EX#5).

Ms. DeLisio reminded the Executive Committee that during its most recent past meeting in March the Committee had discussed the concept of the Dairy Council seeking financial support from the California Milk Advisory Board (CMAB) so as to limit the need for the Dairy Council to raise its assessment rates. Ms. DeLisio stated that in response to that prior discussion she had drafted a \$750,000 funding request to the CMAB which she shared with the Executive Committee. She highlighted the following points contained in the draft funding request. California's dairy industry faces rising operational costs, regulatory challenges and disease-related disruptions, making additional assessment fees unsustainable. Dairy Council of CA proposes a collaborative funding partnership with the CMAB to support key programs—particularly the Mobile Dairy Classroom and nutrition research—without increasing financial burdens on farmers. This partnership would enhance public education, optimize resources and strengthen the dairy industry's impact through co-branded initiatives and shared research efforts. The Executive Committee expressed support for sharing the proposed funding request with the full Board for its consideration.

Nominating Committee Update

Chairman DeGroot noted the one vacant handler Board position still open. Executive Committee members will reach out within their community to determine interest in applying to fill the vacancy.

Closed Session

The Executive Committee entered into a closed session at 2:35 p.m. pursuant to California Government Code 11126 (a) regarding the appointment, employment, evaluation of performance or dismissal of an employee.

Return to Open Session

The Executive Committee reconvened in open session at 2:47 p.m. Chairman DeGroot reported that during the closed session, the Executive Committee had voted to recommend to the full Board that the DCC renew its CEO contract with Ms. DeLisio for the 2025-2026 fiscal year.

California Department of Food and Agriculture Report

Mr. Dennis Manderfield informed the Executive Committee that CDFA plans to send ballots for the QIP termination referendum to producers by June 13, 2025. Producers will have a 90-day voting period with results announced by mid-October.

Additionally, Mr. Manderfield noted that during the Board meeting he will remind those on the Board who have a term of office expiring this year and encourage them to reapply.

Chairman's Report

Chairman DeGroot concluded by thanking the Executive Committee members for attending.

Additional Public Comments: None

Adjourn

Chairman DeGroot adjourned the meeting at 3:00 p.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 June 11, 2025.

Submitted By: _____



Amy DeLisio
Chief Executive Officer