Executive Committee Agenda

Monday, November 16, 2026 | 9:00–11:30 a.m.
The Seabird Ocean Resort, Oceanside | Miramar Boardroom

VISION: Creating a healthier tomorrow through dairy.

PURPOSE STATEMENT: Dairy Council of California brings trusted nutrition education and strong partnerships together to nourish communities and strengthen dairy's future.

Meals on your own

1. Call to Order – *Curt DeGroot, Chair* 9:00 a.m.

2. Standards of Performance, Anti-Trust Statement & Approval of the June 16, 2026, Minutes – **(Before Tab 1)** ***(Motion to approve the Minutes)*** 9:05 a.m.

3. Public Comments 9:10 a.m.

4. CEO Report – *Amy DeLisio, CEO* 9:15 a.m.
   - Review current progress and regulatory environment
   - Set January 2027 Executive Committee meeting date

5. Financial Reports – *Matt Delgado, Operations Officer* 9:35 a.m.
   - FY 2025-2026 Year-End Financial Report – **Tab 4**
   - FY 2026-2027 Financial Report through September 30, 2026 – **Tab 5**
   - Cash Investments Report – **Tab 5**
     (Motion to recommend to the full board the 2025-2026 Year End Financial Reports and YTD Financial Reports for 2026-2027)
   - CalPERS Retirement Contract Update ***(Motion to recommend to the full board)***

6. Review FY 2025-2026 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 2025-2026 Audit Report)

Break ***10:30 a.m.***

7. Nominating Committee Update – *John Dolan, Committee Chair* 10:45 a.m.
   (Motion to recommend to the full Board electing officers-chair and vice chair-to the Executive Committee)

8. California Department of Food & Agriculture Report 10:55 a.m.
   Dennis Manderfield, Sr. Agricultural Economist

9. Chairman's Report – *Curt DeGroot, Chair* 11:05 a.m.

10. Additional Public Comments 11:15 a.m.

11. Adjourn 11:20 a.m.

Next Executive Committee Meeting – January 2027 – Sacramento/Zoom

General Session (Seagaze Salon B) @ 1:00 p.m.
Guest Speaker: Congressman Jim Costa

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
Dairy Council of California Executive Committee
June 16, 2026
Dairy Council of CA Office & Zoom, Sacramento, CA

PRESENT:	Curt DeGroot, Chair	Mike Newell (in-person)
	Michael Oosten, Vice Chair	Brad Scott
	John Dolan	Arlene VanderEyk
	Steve Maddox	
ABSENT:	None	
OTHERS PRESENT:	Amy DeLisio, Dairy Council of California	
	Matt Delgado, Dairy Council of California	
	Dennis Manderfield, California Department of Food & Agriculture	
	Rachel Otter, Dairy Council of California	

Call to Order
Chair Curt DeGroot called the meeting to order at 9:12 a.m.

Standards of Performance, Anti-Trust Statement & Approval of March 19, 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 March 19, 2026, Executive Committee minutes for approval.

IT WAS MOVED BY JOHN DOLAN AND SECONDED BY MIKE NEWELL TO APPROVE THE EXECUTIVE COMMITTEE MINUTES OF THE MEETING FROM MARCH 19, 2026. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, MIKE NEWELL, ARLENE VANDEREYK, STEVE MADDOX, BRAD SCOTT; NAYS: NONE; ABSTAIN: NONE; ABSENT: MICHAEL OOSTEN (BOARD MOTION 2026-06-16 EX#1).

Public Comments: None

CEO Report
Ms. Amy DeLisio shared that the Trimester 3 Executive Summary highlights show strong FY 2025–2026 progress by Dairy Council of California, with 26 of 31 annual key results completed or on track and broad statewide reach through education, advocacy and partnerships. The organization exceeded several goals, including securing four endorsements, reaching 2,576 professionals through training and presentations and generating significant engagement through Mobile Dairy Classroom (MDC), nutrition resources and digital content. Independent evaluation showed that combining the Explore Dairy curriculum with MDC significantly improved student knowledge and

attitudes toward dairy nutrition. Community grants reached more than 1,609 students and community members through hands-on dairy education programs across California. The report also highlights growing influence in nutrition policy and advocacy, particularly around whole milk in schools, positioning Dairy Council of California as a trusted leader in dairy nutrition education and public health outreach.

FY 2025-2026 Financial Report through May 30, 2026 & Cash Investments as of May 30, 2026, and 2025

Mr. Matt Delgado stated that the FY 2025–26 financial report shows Dairy Council of California is outperforming budget expectations through May 31, 2026, with higher-than-budgeted revenue and lower expenses, resulting in a significantly improved net position compared to plan. Overall performance is driven by strong industry assessment revenue and disciplined spending, allowing programs to continue while maintaining cost control. Financial stability is solid, with $3.12M in cash and 5.6 months of operating reserves, exceeding the 4-month policy minimum.

Mr. Delgado stated further that the balance sheet changes reflect increased fixed assets and reduced pension liabilities, while higher liabilities are largely due to accounting for a building lease rather than new debt. Organizational restructuring has rebalanced staffing and reduced program costs across departments, generating meaningful savings. A new cost discipline initiative targeting a 5% expense reduction (exceeding goals) is helping maintain reserves and stabilize finances after prior-year declines. Finally, leadership recommends continuation of audit services with MUN CPAs for conducting the required FY 2025–2026 audits.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY MICHAEL OOSTEN TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2025-2026 FINANCIAL REPORT THROUGH MAY 30, 2026, AND CASH INVESTMENTS AS OF MAY 30, 2026, AND 2025, AND CONTIUATION WITH MUN CPAs FOR THE 2025-2026 FINANCIAL AUDIT, 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 2026-06-16 EX#2).

FY 2026-2027 Strategic Success Plan

Ms. DeLisio shared that the FY 2026–2027 Strategic Success Plan outlines a clear vision to improve community health through dairy by combining nutrition education, partnerships and advocacy, with a focus on health across the lifespan and sustainable food systems. The strategy centers on three pillars: expanding dairy education through modern, evidence-based programs and resources; advancing strategic engagement to influence attitudes, partnerships and policy (including positioning dairy within “food as health” and responding to ultra-processed food debates); and strengthening organizational excellence through team performance, funding sustainability and industry visibility. Key activities include programs like the MDC, professional education, public campaigns and partnerships across schools, health sectors and agriculture. Success will be measured using an Objectives and Key Results (OKR)-driven framework that tracks both internal performance and external impact—specifically changes in knowledge, value, attitudes and actions related to dairy nutrition—supported by

engagement metrics, surveys and partner feedback to demonstrate measurable outcomes.

IT WAS MOVED BY JOHN DOLAN AND SECONDED BY BRAD SCOTT TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2026-2027 STRATEGIC SUCCESS PLAN, 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 2026-06-16 EX#3).

FY 2026-2027 Proposed Budget, Organizational Salary Structure & Assessment Rate

Proposed Budget and Organizational Salary Structure

Ms. DeLisio and Mr. Delgado presented the 10-Year Budget Forecast which outlines a plan to achieve long-term financial sustainability by reducing reliance on reserves, aligning expenses and staffing with revenue and considering assessment rate increases. Currently, the organization has adequate reserves but is drawing them down each year, which is not sustainable long term.

Without a revenue increase, projections show continued deficits and steady depletion of reserves to near zero within the forecast period, requiring major action by the late 2020s.

The plan emphasizes disciplined cost management, gradual staffing alignment and maintaining minimum reserve levels, while highlighting that increased funding would provide greater operational flexibility and extend Dairy Council of California's financial runway. With an increased assessment rate, Dairy Council of California will be able to hire an MDC instructor for the San Diego region which has had over 150 requests over the last school year.

Ms. DeLisio and Mr. Delgado provided the Committee with a proposed FY 2026-2027 budget that was based on the following higher assessment rates which would generate approximately $6.9 million in annual assessment revenue.

For handlers of milk:

- $0.0156 per hundredweight for milk utilization in Class 1 products.
- $0.0078 per hundredweight for milk utilized for all other usages.

For producers of milk:

- $0.00156 per pound for quota solids-not-fat,
- $0.00078 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.

The Executive Committee concluded that the proposed budget is appropriate and that the assessment rates for the 2026-2027 fiscal year should be increased, representing the first assessment rate increases since 2019.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY JOHN DOLAN TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2026-2027 PROPOSED BUDGET WITH THE HIGHER ASSESSMENT RATES EXPECTED TO GENERATE $6.9 MILLION AND WITH THE ORGANIZATIONAL SALARY STRUCTURE, 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 2026-06-16 EX#4).

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY BRAD SCOTT TO RECOMMEND TO THE FULL BAORD THE SETTING OF THE FISCAL YEAR 2026-2027 ASSESSMENT RATES AT THE INCREASED LEVELS 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 2026-06-16 EX#5).

Nominating Committee Update

Ms. DeLisio updated the Nominating Committee that Mr. Greg Weston, Crystal Creamery, and Mr. Vance Ahlem, Hilmar Cheese, resigned from the Board. This leaves two vacant handler positions, one with a remaining term expiring 10/31/2027 and another with a remaining term expiring 10/31/2028. In addition, there is one vacant producer position with a remaining term expiring this year on 10/31/2026. Mr. John Dolan volunteered to contact Mr. Dan Adkins, Crystal Creamery, to determine if he might be interested in filling the vacant handler position previously held by Mr. Weston which has a remaining term expiring 10/31/2027.

Mr. Dennis Manderfield, Senior Agricultural Economist for California Department of Food and Agriculture, suggested that the Executive Committee consider recommending that the Department move handler member Mr. Luis Gutierrez of Karoun Dairies from his current position with a remaining term expiring 10/31/2026 to the vacant handler position previously held by Mr. Ahlem with a remaining term expiring 10/31/2028. Mr. Manderfield made this suggestion because this change to a position with a longer term would relieve Mr. Gutierrez of having to seek reappointment this year after having just been appointed to fill a prior handler vacancy earlier this year. The Executive Committee agreed that this is an appropriate suggestion.

IT WAS MOVED BY BRAD SCOTT AND SECONDED BY ARLENE VANDEREYK TO RECOMMEND THAT THE FULL BOARD REQUEST THE DEPARTMENT TO APPOINT MR. LUIS GUTIERREZ TO THE VACANT HANDLER POSITION WITH A REMAINING TERM EXPIRING 10/31/2028. 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 2026-06-16 EX#6).

Ms. DeLisio reminded the Executive Committee that Mr. DeGroot's term as Board Chair will end later this year and that since Mr. DeGroot is a handler member, past Council practice would dictate that the next Board Chair should be a producer member. The Committee subsequently asked Mr. Michael Oosten, a producer member of the Board and Vice Chair of the Executive Committee if he would be interested in serving as the next Chair. He agreed to do so.

Mr. Mike Newell, a handler Member-At-Large on the Executive Committee announced his retirement from HP Hood LLC at the end of 2026. The Executive Committee discussed potential board members who might be interested in filling Mr. Newell's Member-At-Large position on the Executive Committee. It was agreed that Mr. Hem Shah, Alta Dena Dairy, would be an excellent Executive Committee Member-at-Large. Mr. John Dolan volunteered to connect with Mr. Shah to determine his interest.

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)

Open Session – Report on Closed Session
Chair DeGroot reported that during the Closed Session the Executive Committee evaluated Ms. DeLisio's performance and passed a motion recommending that the full Board renew Ms. DeLisio's Chief Executive Officer contract with Dairy Council of California for FY 2026-2027.

IT WAS MOVED BY ARLENE VANDEREYK AND SECONDED BY MICHAEL OOSTEN TO RECOMMEND THE FULL BOARD THAT THE RENEWAL OF MS. DELISIO'S CONTRACT AS CHIEF EXECUTIVE OFFICER AT DAIRY COUNCIL OF CALIFORNIA FOR THE 2026-2027 FY, 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 2026-06-16 EX#7).

California Department of Food & Agriculture Report
Mr. Manderfield deferred his report until the full Board meeting on the following day.

Chair's Report
Chair DeGroot thanked the Executive Committee for their engagement and Ms. DeLisio and Mr. Delgado for their dedication and effort over the last year. Chair DeGroot looks forward to having MDC coverage for the San Diego region, reaching more children and families to highlight the importance of dairy nutrition.

Additional Public Comments: None

Adjourn
Chair DeGroot adjourned the meeting at 11:01 a.m.

Submitted By: _____
Amy DeLisio
Chief Executive Officer

Certification

I, Amy DeLisio, Chief Executive Officer of 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 16, 2026.

Submitted By: _____
Amy DeLisio
Chief Executive Officer