



## Executive Committee Meeting

Thursday, March 20, 2025 | 9:00 a.m.–11:10 p.m. | Batiquitos Boardroom  
The Cassara, Carlsbad

**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: Batiquitos Boardroom (3<sup>rd</sup> floor) – 8:30-9:00 a.m.**

1. Call to Order – *Curt DeGroot, Chairman* 9:00 a.m.
2. Standards of Performance, Anti-Trust Statement and Approval of the January 22, 2025, Meeting Minutes – **Before Tab 1** 9:05 a.m.  
*(Motion to Approve January 22, 2025, Minutes)*
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.
  - 2024-2025 Financial Report through February 28, 2025
  - Cash + Investments as of February 28, 2025, and February 29, 2024
  - Budget reallocation of funds proposal
  - Selection of Audit Firm*(Motion to recommend to the full Board the 2024-2025 Financial Reports, the year-to-date financial reports, budget reallocation of funds and selection of audit firm)*
6. 2025-2026 Budget Projections, Salary Increase and Assessment Rate Projections 9:50 a.m.  
*Amy DeLisio, Chief Executive Officer*
  - Projections and Discussion*(Motion to recommend to the full Board for Approval)*
7. Nominating Committee Report – *John Dolan, Immediate Past Chair* 10:20 a.m.
  - Review any handler self-nominating forms received*(Motion, if needed, to make a recommendation to the full Board for any Board vacancies)*
8. California Department of Food and Agriculture Report 10:45 a.m.  
*Dennis Manderfield, Senior Agricultural Economist*

- |  |            |
|--|------------|
| 9. Chairman's Report – <i>Curt DeGroot, Chairman</i> | 10:55 a.m. |
| 10. Additional Public Comments                       | 11:05 a.m. |
| 11. Adjourn  | 11:10 a.m. |

**Next Executive Committee Meeting – June 11, 2025 – 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.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 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  
Executive Committee  
January 22, 2025  
Dairy Council of California Office, Sacramento, CA and Zoom

PRESENT: Curt DeGroot, Chairman (virtual)                      John Dolan (virtual)  
                  Arlene VanderEyk (virtual)                              Mike Newell  
                  Steve Maddox (virtual)                                      Brad Scott (virtual)

ABSENT:     Michael Oosten

OTHERS

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

---

Call to Order

Chairman DeGroot called the meeting to order at 10:05 a.m.

Standards of Performance, Anti-Trust Statement and Approval of November 11, 2024, Minutes

Chairman DeGroot asked the Executive Committee members to review the Standards of Performance and the Anti-Trust Statement for the regularly scheduled fall meeting plus the November 11, 2024, Executive Committee minutes for approval.

**IT WAS MOVED BY JOHN DOLAN AND SECONDED BY MIKE NEWELL TO APPROVE THE MINUTES OF THE MEETING FROM NOVEMBER 11, 2024. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: JOHN DOLAN, CURT DEGROOT, STEVE MADDOX, MIKE NEWELL, BRAD SCOTT; NAYS: NONE; ABSTAIN: NONE; ABSENT: ARLENE VANDEREYK, MICHAEL OOSTEN (BOARD MOTION 2025-01-22 EX#1).**

Public Comments: None

CEO Report

Ms. Amy DeLisio, Chief Executive Officer, shared the recent and unexpected passing of Steve Miller, who was an MDC instructor for over 20 years. Ms. DeLisio shared MDC's plans for shifting from in-person assemblies to virtual field trips and shareable videos due to the State Veterinary's order banning the showing of cows and poultry. Ms. DeLisio continued by sharing federal and state regulatory updates that could affect the dairy community. She concluded by sharing the positive progress of the 2024-2025 Success Plan, stating the organization is on track and program reach numbers and engagements have increased since the November 2024 Board meeting.

### March 2026 Board Location Review

Ms. Rachel Otter, Executive Assistant, shared potential Board meeting locations from Long Beach, Palm Springs and Paso Robles by summarizing overall estimated meeting costs. Ms. Otter noted the current trend in the hospitality industry is meeting room fees, in many cases, are no longer being waived, food and beverage minimums are increasing as are room rates. The Executive Committee agreed to visit Palm Springs for the March 2026 Executive Committee and Board of Directors meetings.

### Annual Review

#### *Personnel/Staff Report*

Ms. Josie Marcial, Human Resource Manager, provided a high-level summary on the Dairy Council of CA's Human Resources activities during 2024. Some include the Employee Handbook, Workplace Prevention Plan and the Injury Illness and Prevention Plan were updated to ensure compliance and alignment with state and federal legal requirements and reinforce workplace safety.

#### *2024 Contracts, CEO's 2024 Expense Account and 2024 Office Lease*

Ms. Kendall House, Operations Director, shared contract status as five completed and 18 ongoing from the calendar year 2024. Ms. House shared a comparative timeline from 2021 to 2024 of Ms. DeLisio's travel expenses, noting after COVID, her attendance at conferences and events increased, as have travel costs, but are staying within or below budgeted amounts. Ms. House concluded with the Dairy Council of CA's office lease monthly costs decreased after moving to the new location in December 2024, showing significant cost savings.

### Financial Reports

Mr. Matt Delgado, Operations Officer, reported the FY 2024-2025 Financial Report through September 30, 2024, and the Cash Investments through December 31, 2024. The Dairy Council of CA revenues are 97.5% and expenses are 97.1% of the budget for the first half of the fiscal year. Current reserves are at 5.6 months and investments remain stable.

Mr. Delgado shared potential budget projections for the 2025-2026 fiscal year. Afterwards, the Executive Committee decided to revisit the discussion at the March Executive Committee meeting. No motion was made.

**IT WAS MOVED BY MIKE NEWELL AND SECONDED BY JOHN DOLAN TO APPROVE THE FISCAL YEAR 2024-2025 FINANCIAL REPORT THROUGH SEPTEMBER 30, 2024, AND CASH INVESTMENTS, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: JOHN DOLAN, CURT DEGROOT, STEVE MADDOX, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK; NAYS: NONE; ABSTAIN: NONE; ABSENT: MICHAEL OOSTEN (BOARD MOTION 2025-01-22 EX#2).**

### Nominating Committee Update

Mr. John Dolan shared Mr. Jim O'Shea's, Super Store Industries, appointment with the Board since meeting in November 2024. Mr. Mike Newell spoke with Mr. Michael Benedetti, Clover Sonoma, who is interested in joining the Board but didn't provide a commitment. Mr. Dolan and Mr. Brad Scott agreed to talk offline within the coming weeks to invite Mr. Benedetti before the March Board meeting.

California Department of Food and Agriculture Report:  
No updates from Mr. Dennis Manderfield.

Chairman's Report

Chairman DeGroot thanked Ms. DeLisio, Mr. Delgado and all who presented. He concluded with his hopes of getting the cows back into schools soon.

Additional Public Comments: None


Adjourn

Chairman DeGroot adjourned the meeting at 11:33 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 22, 2025.

Submitted By:   
\_\_\_\_\_  
Amy DeLisio  
Chief Executive Officer