



Dairy Council of California
Executive Committee Meeting
March 16, 2023

Zoom Meeting Information:
<https://us02web.zoom.us/j/82968402178>
Meeting ID: 829 6840 2178

Thursday, March 16, 2023 – Carte Hotel, San Diego

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

CAUSE: To elevate the health of children and families in California through the pursuit of lifelong healthy eating habits.

1. Call to Order and Introductions – *John Dolan – Chairman* 9:30 a.m.
2. Standards of Performance, Anti-Trust Statement, and approval of the January 26, 2023 Minutes (**Before Tab 1**) 9:32 a.m.
3. Public Comments 9:35 a.m.
4. CEO Report – *Amy DeLisio* 9:37 a.m.
5. Nominating Committee Report – *Brad Scott, Chairman* 10:10 a.m.
 - Update on Committee membership
6. Financial Reports – *Mike Blote, Operations Officer (Tab 2)* 10:20 a.m.
 - 2022-2023 Financial Report through February 28, 2023
 - Cash + Investments as of February 28, 2023 + 2022
 - Audit Firm
 - Assessment rate and revenue projections for 2023-2024
7. Chairman’s Report – *John Dolan* 11:00 a.m.
8. CDFA Report – *Dennis Manderfield, Sr. Agricultural Economist* 11:10 a.m.
9. Additional Public Comments 11:20 a.m.
10. Adjourn 11:25 a.m.

Next Executive Committee Meeting – June 14, 2023 @ 10:00 a.m.

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: Kendall House, 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 Kendall House at 916-263-3560. Requests for reasonable accommodation should be made no later than three (3) days before the meeting.

Minutes of the Meeting of the
Executive Committee
January 26, 2023
Dairy Council of CA
1418 N Market Blvd, Ste 500
Sacramento, CA 95834
<https://us02web.zoom.us/j/89153182843>
1-669-900-6833
Meeting ID: 891 5318 2843

PRESENT: John Dolan, Chairman

Curt DeGroot (Zoom)
Joey Fernandez (Zoom)
Mike Newell
Brad Scott (Zoom)
Arin Van Groningen

ABSENT: Stephen Weststeyn

OTHERS

PRESENT: Tammy Anderson-Wise, Dairy Council of California
Michael Blote, Dairy Council of California
Amy DeLisio, Dairy Council of California
Kendall House, Dairy Council of California
Mireck Wilczek, California Department of Food and Agriculture

Call to Order

Chairman Dolan welcomed everyone and called the meeting to order at 10:01 a.m.

Standards of Performance and Approval of Minutes

Chairman Dolan instructed the board to review the Standards of Performance for the regularly scheduled winter meeting, the anti-trust statement and the minutes from the November 14, 2022 Executive Committee meeting for review and approval.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY JOEY FERNANDES TO APPROVE THE MINUTES OF THE MEETING FROM NOVEMBER 14, 2022. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, JOEY FERNANDES, MIKE NEWELL, BRAD SCOTT, ARLIN VAN GRONINGEN: NAYS: NONE; ABSTAIN: NONE, ABSENT: STEPHEN WESTSTYN (BOARD MOTION 2023-1-26 EX#1).

CEO Report

Ms. DeLisio shared that in her first 3 weeks on the job, she is working closely with Tammy and the team on the orientation transition plan. And looking for opportunities to get involved in key industry events and important meetings.

Ms. DeLisio reported on the progress to date against our success plan for the year. She highlighted the updated dashboard that showcases year-to-date progress through December 31, 2022. She stated there will be a full written report and oral presentation at the March board meeting.

Ms. DeLisio stated that the organization is well-positioned for a very strong second half of the fiscal year and that the organization's budget is on target. She added that monitoring the budget for the added expense of the executive search firm will be ongoing, which was not budgeted for.

Ms. DeLisio informed the committee that the Nutrition Science team has received requests for scientifically sound resources that support milk and flavored milk as a key component in school meals and that team will continue to monitor new bills that are introduced and report back to the board as they come up. Additionally, she mentioned the team will be monitoring the 2023 Farm Bill and proposals closely, as they can provide education to others on policies and guidelines that may have an impact on the dairy industry.

Ms. DeLisio gave an organizational health strategy update. She shared that Michael Blote, Operations Officer, has announced his retirement and his last day will be May 31, 2023. The Operations Officer position is actively being recruited and a transition plan is in place. There are some new positions on the organizational chart that will need to be presented to the full board to receive the salary schedule approval at the March 2023 meeting.

Ms. DeLisio shared that the team is preparing for the DCC Continuation Hearing with CDFA, this will be scheduled in July. She mentioned she will be connecting with the Chairman and Vice Chairman related to garnering support for the hearing.

Ms. DeLisio updated the committee on the 2023-2024 Strategic Success Planning that has taken place to date and a draft plan will be presented to the full board in March.

Ms. DeLisio asked the committee if the nominating committee will stay the same or if there was a need to nominate any new members. With Mr. DeGroot joining the Executive Committee, it was recommended that the current Nominating Committee Chairman reach out and verify if committee member Arlene VanderEyck is willing to stay on the committee and connect with board member Patrick Schallenber and/or Stacy Heaton to see if they would be willing to join the Nominating Committee.

Ms. DeLisio stated the next board meeting will be on March 16-17, 2023, and is scheduled to be in person in San Deigo. The meeting will consist of progress reports, financial updates and the 2023-2024 success planning with the board.

Annual Review

- 2022 Lease – Ms. DeLisio reviewed the Dairy Council of CA lease for the Sacramento office for the 2022 year. This lease will expire in Nov 2024.
- 2022 Contracts – Ms. DeLisio reviewed the contracts for outside services for the past 12 months from January 1, 2022 through December 31, 2022.
- 2022 CEO Expense Account – Ms. DeLisio reviewed her expenses for the period of January 1, 2022 through December 31, 2022.
- Personnel / Staff Report – Ms. DeLisio reported on the current Dairy Council of CA employee demographics and turnover rate. The turnover rate for 2022 was 16%, an

increase from the previous year which was 4%. She shared that over one-half of the staff at the Dairy Council of CA have been with the organization for over 10 years. Major projects this past year have been preparing for the retirement of Tammy Anderson-Wise and planning for the onboarding of the new CEO. Training and development continue to be a focus for management and that flexibility continues to be highlighted as an essential benefit by staff, along with the robust benefits package that is offered.

Financial Reports for the Period July 1, 2022 through December 31, 2022

Mr. Mike Blote reviewed the comparative statement of financial position as of December 31, 2022 and 2021. Total liabilities and net assets were \$9,187,096 for the current year as compared to \$9,220,661 for the prior year.

Mr. Blote reviewed the summary statement of activities for the period July 1, 2022 through December 31, 2022. He also reviewed individually the statement of expenses for Nutrition Science, Partnerships & Program, Administration and Overhead. Total revenues through December 31, 2022 were \$3,236,512 and total expenses were \$3,416,969 for a decrease of \$180,457 in net assets.

Cash and Investments for the Month Ending December 31, 2022 and 2021

Mr. Blote reviewed the total cash and investments for December 31, 2022 and 2021. Total cash and investments were \$4,020,126 for 2021 as compared to \$5,084,936 for the previous year.

IT WAS MOVED BY ARLIN VAN GRONINGEN AND SECONDED BY CURT DEGROOT TO APPROVE THE FINANCIAL REPORTS FOR THE PERIOD JULY 1, 2022 THROUGH DECEMBER 31, 2022, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, JOHN DOLAN, JOEY FERNANDES, MIKE NEWELL, BRAD SCOTT, ARLIN VAN GRONINGEN: NAYS: NONE; ABSTAIN: NONE, ABSENT: STEPHEN WESTSTYN (BOARD MOTION 2023-1-26 EX#2).

2023 Meeting Schedule

Ms. DeLisio indicated that the next Executive Committee meeting will be held on March 16, 2023. The date for the June Executive Committee meeting was set for June 14, 2023 at 10:00 a.m. and will be held via Zoom.

CDFA Report

Mr. Mireck Wilczek stated there is no CDFA update at this time.

Chairman's Report

Chairman Dolan welcomed Amy to the Dairy Council of CA, and thanked everyone for their hard work and commitment.

Adjourn

The meeting was adjourned at 11:14 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 26, 2023.

SUBMITTED BY: 

Amy DeLisio
Chief Executive Officer

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