

A Vote of Approval of these minutes will take place at the Annual Business Meeting Nov. 8.
Please review before the meeting

MINUTES OF THE 2017 DPC BUSINESS MEETING NOVEMBER 9, 2017, BUFFALO, NEW YORK

The Dairy Practices Council®
Annual Conference Business Meeting
Hyatt Regency Hotel & Conference Center, Two Fountain Plaza, Buffalo, NY
Thursday, November 9, 2017
President Bebe Zabilansky, Presiding

- **President Bebe Zabilansky** opened the Business Meeting at 12:33 pm with a warm welcome and acknowledgements of:
 - Honorary Life Members and Eugene T. Wolff Award recipients present;
 - Meeting sponsors, including *full sponsors* QualiTru Sampling Systems & Capitol Plastic Products; *partial sponsors* 3M Food Safety, Atlantium Technologies, Charm Sciences, Dairy Farmers of America NE, Eastern Crown, Eurofins DQCI, Foss North America, IBA Dairy Supplies, Kentuckiana Tank Wash, Nelson-Jameson, Neogen Corporation, Packaging Consultants Int., Page & Pedersen Int., Thermo Fisher Scientific/Capitol Vial and Weber Scientific; and *tour bus sponsor* H. P. Hood;
 - Dairy bar sponsors Cabot Cheese, Perrys Ice Cream, Sorrento-Lactalis, and Upstate-Niagara Cooperative, and;
 - New 2017 members including Bronze Sustaining (Atlantium Technologies and Chobani); Regulatory (British Columbia Ministry of Agriculture) and five new Individual Members.
- **Pres. Zabilansky, Presidential Address.** Pres. Zabilansky began her presidential address again welcoming everyone to the 48th Annual Conference of the Dairy Practices Council (DPC). Reflecting on the history of DPC meetings in NY, from the early years at the Fallsview Resort in Ellenville to the 40th anniversary in Albany (2009), she indicated that this was the first time the DPC has met in Buffalo.

Pres. Zabilansky continued with thanks and acknowledgements to:

- Executive Vice Pres. Steve Murphy for his work transitioning the DPC office from NJ to NY;
- DPC-Vice President Chris Hylkema for local assistance in preparing for the meeting;
- The DPC Executive Board and TF Directors, representing a broad spectrum of the dairy industry, and their organizations who provide funding that allows their participation;
- The Annual Conference Sponsors previously listed, with a strong showing that helped defray the cost of the meeting, and;
- The loyal and supportive membership of the DPC, with special thanks to those attending the meeting. She took this opportunity for a special recognition:

“Loyal is an understatement for some of our veterans in this group. I’d like to thank Lynn Hinkley and Terry Musson for their time and efforts in assisting and selecting paper records to be archived in the office relocation.” With her special thanks, Pres. Zabilansky presented Lynn and Terry with a card and gift for their assistance in downsizing the DPC office, ensuring that the history will be preserved.

Pres. Zabilansky moved on reflecting on the need to increase membership and outreach for continued growth of the organization, the reason we alternate annual meetings from east to

west, and staying connected and developing partnerships through the annual conference. She summarized her vision for the DPC and for the annual conference:

“The Dairy Practices Council continues to be a leader in the dairy industry. We strive for cohesive peer involvement including all aspects of dairying from farm to manufacturing along with State and Federal regulatory branches. We continue to update and write guidelines for our industry, which are the building blocks of the DPC. We devote time in our meeting for writing guidelines, but our membership needs to be involved and committed. Please volunteer in a Task Force session. There has been discussion of developing guideline “Briefs” within DPC. Please share your thoughts with others on this and other ideas. In keeping current, as a leader, we offer educational workshops and tours affiliated with our mix of speakers and task force sessions. Thank-you for being here and the opportunity to serve as your president.

Pres. Zabilansky closed her address waving her “cowgirl hat” with an invitation to the 49th Annual Conference of the DPC to be held in McKinney, Texas, November 7-9, 2018.

- **Pres. Zabilansky introduced the Honorary Life Membership Award**, “*presented to present or past members of the DPC who have performed outstanding and extraordinary service to the DPC.*” HLM awards were given to:
 - Bob Gilchrist, presented by Chris Thompson
 - Tom Herremans (not present), presented by Steve Lehman
- **EVP Murphy introduced the Eugene T. Wolff Service Award** presented to “*a current member with significant contributions behind the scenes and with volunteerism.*” Awards were given to:
 - Jeff and Nancy Bloom, presented by Bebe Zabilansky
 - John Bartell, presented by Steve Murphy
- **VP Chris Hylkema, report of the Nominating Committee**
 - Call from the floor for nominations for HLM to be presented at the 2018 Conference:
 - Jeff Bloom, nominated by Bebe Zabilansky
 - Board Positions to be renewed or filled in 2018 were announced:
 - President – Bebe Zabilansky 2018, not eligible for renewal
 - V.P. – Chris Hylkema 2018, in line for Presidency, open for nominations
 - Federal FDA – Dennis Gaalswyk 2018, not eligible for renewal, open for nominations
 - Federal Ag – Christopher Thompson 2018, eligible for renewal
 - Industry Processor – Wendy Landry 2018, eligible for renewal
 - Industry Production – Robin Breeding 2018, eligible for renewal
 - Education Processor – John Partridge 2018, not eligible for renewal, open for nominations
 - TF-IV: Steve DiVincenzo 2018, eligible for renewal
 - TF-VI: Chris Hylkema 2018, not eligible for renewal, open for nominations
- **EVP Murphy, 2016 Business Meeting Minutes Approval.** Minutes from the 2016 Annual Conference Business Meeting provided to attendees were presented for approval. Motion was made to approve (Don Breiner), seconded (Keith Hay) and member vote passed.
- **EVP Murphy, 2017 DPC Business Report.** EVP Murphy began his report by recognizing Past-EVPs Terry Musson (12 yrs.) and Jeff Bloom (8 yrs.), 2 of only 10 EVPs over the 50-year history of the DPC. He then moved on to provide the following summary:
 - *EVP Transition.* Filling Past-EVP Jeff Bloom’s role required learning the business, the membership process, and the makings of an annual meeting. Little time was devoted to GL updates, during the transition. TF directors turned in several GLs that will become a priority.
 - *Organization/Meeting.* Overall the DPC is strong, though like many organizations it is a challenge to maintain membership and participation; especially with our youth. The 2017

DPC conference is in line with the past several years regarding registration numbers and maintaining a “break-even” or better meeting:

- Registration fees are kept reasonable, allowing participants to come to “work” for DPC.
- Support of sustaining member sponsors / vendors was strong, helping to ensure our meeting is enjoyable and costs are met. Their support is very much appreciated.
- *Financials.* Financially, the DPC is currently sound. Operational expenses come out of a checking account with a balance that varies over the year with membership and conference income. The DPC savings account, which serves as backup, has declined over the past several years due to transfers to checking for operational needs. This decline leveled off in 2016 before the EVP transition with ~\$57,000 as the current fund balance.
- *Membership.* DPC membership includes 69 Sustaining; 10 Educational; 26 Regulatory; 54 Individual (drop over the years). 2016 Members not renewing for 2017 due to budgets, personnel changes or other reasons include 5 Sustaining, 4 Educational, 2 Regulatory, ~18 Individual. New members for 2017 included 2 Sustaining, 1 Regulatory and 5 Individual.
 - Members are encouraged to reach out if they have questions regarding DPC membership benefits or have suggestions for improvement in any DPC activities.
 - Maintaining a strong active membership is essential for meeting the educational mission of the DPC and for ensuring that operational expenses are met.
- *Guidelines.* The mission of the DPC is “*to develop and disseminate educational guidelines directed to proper/improved practices in the production/processing of milk & milk products.*”
 - Most GLs are distributed to DPC members. In the last fiscal year, there were 204 individual GLs sold and one small ruminant set (\$2,110, approx. 3% of total income).
 - Progress has been slow for GL updates and new GLs in 2017, but several GLs have been submitted as updates to the EVP that will be finalized and distributed after the meeting.
 - TF directors and members appreciate the challenges in finding time to volunteer to complete GL updates. In the past, contribution from Educational members was strong as they would consider this part of their “extension” activities; this has become more difficult to justify with other responsibilities; active Educational members are also fewer.
- *The Future.* The executive board believes it is time to take a close look at the DPC GL process as well as their current use. They have formed a “*Back to the Future*” committee to look at future directions of the DPC. Members are encouraged to reach out with thoughts.
- **Pres. Zabilansky** closed the Business Meeting at 1:20 pm.

A full transcript of the Business Meeting is available on request.