

MINUTES OF THE 2018 DPC BUSINESS MEETING NOVEMBER 8, 2018, MCKINNEY, TEXAS

The Dairy Practices Council®
Annual Conference Business Meeting
Sheraton McKinney, McKinney, TX
Thursday, November 8, 2019
President Bebe Zabilansky, Presiding

- **President Bebe Zabilansky** opened the Business Meeting at 12:45 pm with a warm welcome and acknowledgements of:
 - Honorary Life Members and Eugene T. Wolff Award recipients present;
 - Conference Sponsors, including:
 - *Gold Sponsors* QualiTru Sampling Systems & Capitol Plastic Products;
 - *Silver Sponsors* Atlantium Technologies, Charm Sciences, Dairy Farmers of America, Eurofins DQCI, Foss North America, IBA Dairy Supplies, Kentuckiana Tank Wash, , Neogen Corporation, Page & Pedersen Int. with Parker Analytical, Perten Instruments, Piper Systems, Thermo Fisher Scientific/Capitol Vial and Weber Scientific;
 - *Coffee Sponsors* Full: Dairy Farmers of America; and Partial; Nelson-Jameson, Packaging Consultants Int., and Parker Analytical;
 - *Tour Bus Sponsor* H. P. Hood;
 - Dairy Bar Sponsors Agri-Mark/Cabot Cheese, Borden Dairy, and Saputo Dairy; and
 - New 2018 members including 1 Gold Sustaining (Delaval Cleaning Solutions); 1 Silver Sustaining (Ryder Systems) and 3 Bronze Sustaining (Bentley Instruments; Perten Instruments, Piper Systems) members; and four new Individual Members at the meeting.
- **Pres. Zabilansky, Presidential Address.** Pres. Zabilansky began her last presidential address, again welcoming everyone to the 49th Annual Conference of the Dairy Practices Council (DPC) referring to Texas as a “*new western frontier*” for the DPC. Pres. Zabilansky continued with thanks and acknowledgements to:
 - Executive Vice Pres. Steve Murphy for his work in the DPC transitional process;
 - 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;
 - Chris Hylkema, VP and the other board members that comprise the visionary committee renamed B2F (Back to the Future). Pres. Zabilansky took this opportunity to discuss the evolution and future of the DPC:

“Although our strength has been in writing guidelines for the dairy industry, we envision the technological future to have different needs and B2F committee has evaluated and conveyed suggestions. We want to remain a resource to the dairy industry and our peers. This year and in the past, we have included training sessions around our conference to strengthen our core. There is so much information available at our finger tips as we search the web. However, there is no replacement for the interaction and the contacts that are made by attending a training or a conference, stimulating discussions and partnerships. We must remain engaged in the writing and development of guidelines, which are the backbone of our group. We have loyal members, but we still need to strive for increased membership and outreach for continue growth.”

Pres. Zabilansky continued reflecting on the roots of the DPC, originating as the NE Farm Practices Committee under the NYS Association of Milk & Food Sanitarians with early meetings regionally based at the Old Newgate Coon Club in Norfolk, CT and other locations. The committee became the Northeast Dairy Practices Committee and eventually became “the NE DPC” and finally “the DPC” or “*The Council*.” She continued her story highlighting the following:

- With name changes over the years, the objectives remained; “*Quality and Uniformity through Education and Cooperation*.”
- While our membership is strong NE Region where our roots are, we strive to grow by alternating meetings east to west, to recruit new members and develop new partnerships.
- The DPC will continue to evolve and change to meet membership needs, based on direction from the B2F committee and others; guidelines will likely continue to be our backbone.
- We strive for cohesive peer involvement including all aspects of dairying from farm to manufacturing along with the State and Federal regulatory branches.

Pres. Zabilansky closed her address with “*Thank you for being here and the opportunity to serve as your President*.” She then put on her *lobster hat* to end with “*I look forward to seeing you in Portland, ME next November. We will be celebrating our 50th Anniversary!*”

- **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:
 - Jeff Bloom, DPC Past EVP (retired), presented by Bebe Zabilansky (Jeff could not attend)
 - John Partridge, Michigan State University (retired), presented by Bebe Zabilansky
- **Pres. Zabilansky introduced the Eugene T. Wolff Service Award** presented to “*a current member with significant contributions & volunteerism behind the scenes*.” No Awards for 2018.
- **VP Chris Hylkema, Report of the Nominating Committee**
 - Chris began with a call for nominations for HLMs to be presented at the 2019 Conference:
 - Pat Healy (nominated by Bebe Zabilansky)
 - Nancy Carey (nominated by Rebecca Piston)
 - Board Positions to be filled or renewed by the end of the Annual Conference were announced along with the nominees:
 - President – Chris Hylkema, NYS Dept. of Agriculture & Markets
 - V.P. – Keith Hay, PA Milk Marketing Board
 - Federal FDA – Robert Altobelli, FDA Grade “A” Milk Programs
 - Federal Ag/USDA – Patrick Clark 2018, USDA-AMS Dairy
 - Industry Processor – Wendy Landry 2018, eligible for renewal, accepted
 - Industry Production – Robin Breeding 2018, eligible for renewal, accepted
 - Educational Processor – OPEN FOR NOMINATIONS (**Note:** not filled at conference)
 - Board Member at Large – Amanda Rife, Land O’ Lakes
 - Chris H. called for nominations from the floor; no nominations were brought forward.
 - A motion was made to close nominations (so moved: Don Breiner; Second: Rebecca Piston). Motion carried.
 - A motion was made to accept the slate of proposed board members as listed above (so moved: Don Breiner; Second: Rebeca Piston) Motion carried.
 - *Task Force Directors Appointed* - were announced and thanked (no vote required):
 - TF-III: Jessica Smith, USDA-FMMA replacing Pat Healy
 - TF-IV: Steve DiVincenzo 2018, eligible for renewal
 - TF-VI: Alisha Francis, Jackson-Mitchell replacing Chris Hylkema

- **EVP Murphy, 2017 Business Meeting Minutes Approval.** Minutes from the 2017 Annual Conference Business Meeting provided to attendees were presented for approval. Motion was made to approve (Rebecca Piston), seconded (Wendy Landry). Motioned carried.
- **EVP Murphy, 2017 DPC Business Report.** EVP Murphy began his report by recognizing Past-EVPs Terry Musson (12 yrs.) and Jeff Bloom (8 yrs.):
 - *Overview of Financials.* The DPC operates primarily out of its checking account with a balance that varies over the year with membership and conference incomes. The DPC general fund in savings is used as backup. While the general fund has declined over the past decade from nearly \$100,000 to less than \$57,700 due to transfers to checking for operational needs, transfers have not been made since 2016; overall income has exceeded expenses and the general fund balance is currently maintained at \$57,700.
 - The goal is to increase overall income and the general fund as expenses continue to rise. Options will be evaluated, while striving to keep membership & meeting fees reasonable.
 - *Overview of Membership.* Financial stability is dependent on a great supporting membership:
 - 73 industry sustaining members, several of whom are return vendors/sponsors at the AC; several new members this year, some of whom are sponsoring as well.
 - 26 regulatory members; these “key sanitarians” are the final step of the review critical to our GL development & update process.

Our Membership Challenges:

 - 10 educational members; a significant drop over the years; University Extension played a primary role in writing our GLs, but times and priorities have changed, making it difficult for educational personal to justify the time commitment.
 - 48 individual members, also a drop over the years.
 - Bringing in the youth.

The DPC strives to ensure current members are happy, to continue these partnerships, and to bring in new members. Questions, suggestions, thoughts, or concerns are welcome.

 - *Annual Conference 2018.* The 2018 Conference appears in line with the past several years; registration numbers are only slightly less than last year, which is respectable considering the meeting location is as far toward the Southwest as it’s ever been and considering the DPC roots are in the NE. Though hotel expenses are higher with the Sheraton McKinney, based on sponsor support, registrations, and the pre-meeting workshop income, the DPC should come out slightly ahead when all bills are paid.
 - The DPC continues to keep registration fees reasonable, with only a slight increase this year; this can be done only with to the generous support of our sponsors.
 - *Guidelines Sales & Updates.* The primary mission of the DPC is to “develop and distribute educational guidelines for the dairy industry”
 - Most GLs are distributed to DPC members. In our last fiscal year, there were 222 individual GLs sold along with one small ruminant set and 2 completes sets. Total sales were \$3,690, representing approx. 5% of total DPC income.
 - *Guideline Update Progress* continues to be slow; several GLs are currently back-logged in the EVP hands, where GLs have been receiving more editorial & formatting changes.
 - *Guideline Updates* – 3 were issued to members this year; GL17 (Added Water), GL40 (Milk & Fat Loss) & GL109 (AMS Questions); more are expected before the year ends.
- **Pres. Zabilansky** closed the Business Meeting at 1:38 pm.

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