



DW - IDPC - UDC Joint Board Meeting Minutes
05/08/2025 8:00 AM MDT to 9:45 AM MDT
Herrett Center | 315 Falls Ave | Rick Allen Room | Twin Falls, ID 83301

Attendees

Dairy West Board Members present:

Winfield Anderson, Daniel Buttars, Deb Easterday Reeves, Chace Fullmer, Don Gaalswyk, Tom Kasper, Kim Korn, Jeff Lund, David Roberts, Pete Wiersma

Dairy West Board Members absent:

Donnie De Vries, Siska Reece

IDPC Board Members present:

Devin Boehme, Brian Esplin, Don Gaalswyk, Tom Kasper, Kim Korn, Jeff Lund, Paxton Robinson (arrived after roll call), Mike Siegersma

IDPC Board Members absent:

Pete Doornenbal

UDC Board Members present:

Kaleb Bateman, Daniel Buttars, Chace Fullmer, Mitch Hancock (via Zoom), David Roberts, Sheila Sherwood, Trevor Wayment

UDC Board Members absent:

Chet Hansen, Landon Wiser

Others present:

Eric Bastian, William Bokma, Logan Bown, Alan Branch, Bryce Chambers, Amy Corley, Shawna Hagerty, Lacey Papageorge, Kaylee Schoefer, Heidi Martin, Holly Hull, Crystal Wilson, Preston Roberts, Scott Snelders, Launa Fowler, Andrew VanderWoude, Rick Naerebout, Katlyn Scarrow, Ryan Sippie, Jessica Schmitt, Braden Munk, Allan Swainston, Lynn Keetch, Jenny Nelson

Via Zoom - Pam Fry, Preston Olsen, Andrea Tinnesand, Tony Rice, Nick Gardner

Call to Order

Dairy West Chairman Chace Fullmer called the Joint Dairy West Board of Directors, Idaho Dairy Products Commission, and Utah Dairy Commission meeting to order at 8:10 am MT.

Roll call for each Board was taken. At the time roll was called, a quorum was present for Dairy West Board of Directors, Idaho Dairy Products Commission, and Utah Dairy Commission.

The pledge was taken and an invocation given by Tom Kasper.

Introductions

Chairman Fullmer asked for the ambassadors to stand and reintroduce themselves. He asked new Dairy West Staff, Scott Snelders and Ryan Sippie to introduce themselves.

Approval of the Agenda

Chairman Fullmer called for any amendments to the Joint Dairy West, Idaho Dairy Products Commission, and Utah Dairy Commission meeting agenda and if none a motion to approve. Director Tom Kasper moved to approve the agenda without amendment. Director Winfield Anderson seconded the motion. The motion passed unanimously.

Approval of the Minutes by Dairy West Board of Directors

Chairman Fullmer called for any corrections to the March 13, 2025 Joint Meeting minutes and if none a Dairy West motion to approve. Director Pete Wiersma moved to approve the March 13, 2025 Joint Meeting minutes as written. Director Deb Easterday Reeves seconded the motion. The motion passed unanimously.

Chairman Fullmer called for any corrections to the March 13, 2025 Dairy West Meeting minutes and if none a Dairy West motion to approve. Director Daniel Buttars moved to approve the March 13, 2025 Dairy West Meeting minutes as written. Director Don Gaalswyk seconded the motion. The motion passed unanimously.

Export Updates

Jenny Nelson (Interim CEO, Dairy West) gave an update around the upcoming sustainability consortium this October in Singapore. Dairy West is working with U.S. Dairy Export Council (USDEC) on this effort. There will be two farmer representatives: Mitch Hancock (Utah) and Siska Reece (Idaho). Additionally two Dairy West staff will be attending: Bryce Chambers (Director - Industry Relations) talking about sustainability and the FARM program and Rob Peterson (Manager - Business Development, Retail) to speak to retail. The goal is to make sure Dairy West shares out the sustainability work and practices being done within Utah and Idaho, but to also leave with executable contracts. Therefore, Rob has meetings set up with in-country retailers and there will be a panel scheduled with processors as well. The processors attending are: High Desert Milk (HDM), Idaho Milk Products (IMP), Darigold, and Dairy Farmers of America (DFA).

Tony Rice (USDEC) gave an overview of the current trade policy landscape and the global policy developments including the partnership with Dairy West later this year. Mr. Rice covered tariff policies implemented through the current administration and how other

countries have responded to the changes. Mr. Rice briefly discussed potential agreements between the U.S. and the UK around dairy markets where the U.S. is currently blocked out of and expressed that USDEC remains front and center with the administration in getting these issues resolved.

Nick Gardner (USDEC) works within the USDEC sustainability multilateral department. This department helps inform global policies and international standards that promote U.S. dairy exports and science based policies. They also seek to protect and promote U.S. dairy's global reputation and farmers license to operate by ensuring that U.S. dairy has a seat at the table and is able to tell its own story. A big part of how they do this is by finding opportunities for U.S. dairy farmers to engage directly, to be the story tellers, and make sure all the processes that USDEC engage in put farmers at the core. Mr. Gardner gave an update on international policy and how the landscape has changed since the new administration began in January 2025. He discussed several executive orders that impact the work that USDEC does within the international policy space. He discussed the importance of the U.S. involvement in FAO so that the U.S. can remain a member of Codex which is a collection of standards, guidelines and codes of practice adopted by the Codex Alimentarius Commission.

Mr. Rice and Mr. Gardner stood for questions.

Sustainability Updates / Pacific Northwest Partnership (PNWP) Outcomes

Ms. Nelson opened by explaining to the room that Dairy West has been working closely with Dairy Farmers of Washington (WA) and Oregon Dairy Council (OR) on how to create more alignment and synergy between teams and staff with regards to sustainability by working in the environmental space. In conversations with WA and OR, Dairy West is looking to put together a consortium. Dairy West is working with and closer to their university partners and have tapped into the expertise that Megan Satterwhite with Idaho Dairywomen's Association (IDA) has to lead this consortium. Ms. Satterwhite is going to dedicate a portion of her time specifically in this space and she will be working closely with the teams at Dairy West, WA, OR, and the university partners. She will talk through what environmental issues and topics to proceed with. Some issues or topics may be state specific but dollars will be allocated appropriately. Currently, Dr. Eric Bastian has a line item budget allocation specifically for environmental sustainability work. This will be a concerted effort that will benefit everyone across the region.

Ms. Satterwhite added to the conversation that creating this consortium is a vision that has developed over the last few months stating the overall goal is to create a network of research scientists that are dedicated to executing large scale comprehensive projects that help producers navigate towards the 2050 environmental stewardship goals. With the change in the administration and changes happening at the federal level, it was paramount to capture the current talent as much as possible and help mentor new up and coming

scientists. The overall goal of the BUILD program is to train up scientists in the hopes that they ultimately come back into the dairy industry.

Rick Naerebout (CEO, IDA) shared outcomes from a meeting he hosted last week with Pacific Northwest Partnership (PNWP) which includes representation from checkoff, policy, co-ops and processors from the states of Oregon, Washington, Idaho and Utah. The agenda for this meeting focused specifically on water usage. The Innovation Center for U.S. Dairy has been talking about water use efficiency and modeling out what the water footprint is within the dairy industry. Due to the West getting less rainfall and therefore relying on irrigation, there is significant concern about how modeling work is done and how irrigated agriculture in the West is portrayed. Representatives from national organizations were invited to the meeting and did tours to see infrastructure educating them on how water is managed in Idaho.

Dairy West Financial Update (Jan - Feb 2025)

Ms. Nelson presented the Dairy West expenditures and financial reports for January - February 2025.

Chairman Fullmer called for a Dairy West motion to ratify and approve the January - February 2025 expenditures and financial reports. Director Winfield Anderson moved to ratify and approve the January - February 2025 expenditures and financial reports. Director Deb Easterday Reeves seconded the motion. The motion passed unanimously.

Programming Update Videos

Ms. Nelson explained to the room that purpose of the committee meetings that happened yesterday and will continue to happen going forward, is to help board members; policy and promotion, integrate everyone as stakeholders to work more closely with the Dairy West staff to better understand where the farmer dollar is going. The committee meetings will continue to focus on future plans and allow for input to the teams. The programming update video that was shown to the room focused functional areas highlighting programming work that has already happened.

Chair and CEO Remarks: Open Discussion

Chairman Fullmer commented on possibly having the programming update video be broken out into shorter segments and saved within OnBoard. He would like to see the OnBoard platform used as a source of information for board members going forward. Mr. Fullmer addressed the ongoing hiring within Dairy West acknowledging that it seems as though there are a lot of new hires, reminding everyone that there's significant backfill happening as well.

Mr. Fullmer commented that he has been within promotion for several years and that he has noticed how marketing needs change and acknowledged it can be hard as a farmer to understand the consumer. He noticed earlier that morning a group eating breakfast at the

hotel, all on their phones and not interacting with each other and commented on the opportunity to continue to lean into digital marketing.

Mr. Fullmer announced to the room that Brian Esplin, a long standing board member is choosing to not seek reelection. Mr. Esplin will continue to serve on the UDIA board. Mr. Esplin shared a few words with the room about his experience serving for 33 years and appreciated the friendships formed.

Mr. Fullmer gave a brief update on where Dairy West stands with hiring a CEO. He announced that final interviews will occur at the beginning of June and that it is very likely the new CEO will attend the July board meeting.

Adjourn

Dairy West Chairman Fullmer called for a motion to adjourn the Joint Dairy West Board of Directors, Idaho Dairy Products Commission, and Utah Dairy Commission meeting. Director Easterday Reeves moved to adjourn the meeting. Director Anderson seconded the motion. The motion passed unanimously. Meeting adjourned at 10:21 am MT.

XI. Additional Meeting Resources

Zoom video conferencing technology was employed and operational during the Joint Dairy West Board of Directors, Idaho Dairy Products Commission, and Utah Dairy Commission Meeting including at the Utah Dairy Commission office, 98 W. 13100 So., Draper, Utah 84020. The meeting was recorded.

Chairman/Vice Chairman

Secretary