

**DRAFT MINUTES**

Milk Commission  
Richmond, Virginia  
December 17, 2015

Minutes of the meeting of the Milk Commission, held at the Virginia Farm Bureau, 12580 W. Creek Parkway, Auditorium; Richmond, VA 23238.

**THE COMMISSION:**

**PRESENT:** Kenneth Smith, Chairperson; Crafton Wilkes, Administrator; Gerald Heatwole, Commissioner; Bruce E. Mayer; Commissioner, Jessica Roberts, Auditor II.

**ABSENT:** John Swanson, Commissioner; Kate Blair Farmer, Commissioner; Patrick Crawford, Commissioner; Robb Watters, Commissioner.

Kenneth Smith called the meeting to order at 10:45 a.m. Kenneth Smith asked for a motion to accept the minutes from the previous meeting. Gerald Heatwole so moved and Bruce Mayer seconded the motion. The minutes were accepted as written.

**The Administrator:**

The Administrator gave a review of Class I and Class II sales and pricing, as well as retail pricing. There were no questions regarding pricing. The Administrator went on to review Presumed Delivery Cost Percentage. There was a hearty discussion on the delivered cost, delivery percentage and the variance, including the differences and clarification on the numbers. Kenneth Smith asked if there was any comment from the Commissioner's present. There was some additional discussion on Class IV pricing and some of the upcoming expectations that are trending in the market.

Kenneth Smith asked for a motion to accept the Presumed Delivery Cost Percentage as outlined in the Delivery Cost per Case Analysis documents that were presented at the meeting. Gerald Heatwole so moved and Bruce Mayer seconded the motion. The Presumed Delivery Cost Percentage was accepted as presented.

Kenneth Smith asked if there was any comment from the public present. There was no public comment.

The next Commission meeting is February 17, 2016 at the Virginia Department of Forestry, 900 Natural Resources Drive, Charlottesville, Virginia 22903.

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Chairperson

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Administrator