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STATE OF NEVADA

DEPARTMENT OF AGRICULTURE

--oOo--

NOTICE OF PUBLIC MEETING  
OF THE NEVADA DAIRY COMMISSION

TRANSCRIPT OF PROCEEDINGS

July 16, 2015

Fallon, Nevada

Reported by: Karen Bryson  
Certified Court Reporter #120

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APPEARANCES

CHRISTOPHER COOK, Chairman  
TROY CROWTHER, Commission Member  
LYNN HETTRICK, Deputy Director/Department of Agriculture

ALSO PRESENT:

BRYAN STOCKTON, Deputy Attorney General  
KATHY EASLY  
LISA BURNETT  
AL TRACE  
JOEL MOSS  
KIMBERLY WHITFIELD (via videoconference)  
DAVE COON (via videoconference)  
ISABEL MOTO (via videoconference)

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INDEX

EXHIBITS:  
Exhibit 1

PAGE:  
22

**Public Meeting - 7/16/2015  
Nevada Dairy Commission**

1 FALLON, NEVADA, THURSDAY, JULY 16, 2015, 1:03 P.M.  
2 ---o0o---

3 CHAIRMAN COOK: Okay. Well, we're past due to  
4 start this July meeting of Nevada State Dairy  
5 Commission.

6 Mr. Hettrick, would you begin the formalities,  
7 please, and open the meeting?

8 MR. HETTRICK: Yes, sir, Mr. Chairman.

9 This is the time and place set for a regularly  
10 scheduled meeting of the Nevada State Dairy Commission for  
11 the month of July 2015. This meeting's been scheduled and  
12 noticed in compliance with the pertinent statutes,  
13 including the open meeting law.

14 A copy of the agenda has been handed to the  
15 court reporter with the request that it be a part of the  
16 official transcript with these proceedings.

17 My name is Lynn Hettrick, Deputy Director of  
18 the Department of Agriculture. Present today are  
19 Mr. Christopher Cook, chairman of the commission; Mr. Troy  
20 G. Crowther, member of the commission. Absent today is  
21 Mr. John Collier, the third member of the commission.

22 Those who present statements or evidence to the  
23 commission during this meeting are requested to first be  
24 acknowledged by the chairman and to identify themselves  
25 for the record.

Public Meeting - 7/16/2015  
Nevada Dairy Commission

1 CHAIRMAN COOK: Would you proceed with the  
2 first agenda item, please.

3 MR. HETTRICK: First item on the agenda,  
4 Mr. Chairman, is public comment and discussion.

5 CHAIRMAN COOK: Anybody have any comments they  
6 care to put on the table at this point?

7 Get another chance later on, if not.

8 MR. HETTRICK: Looks like we're good.

9 CHAIRMAN COOK: Okay. Let's go on to the next  
10 one.

11 MR. HETTRICK: Item number two for possible  
12 action, a license amendment. It's a peddler processing  
13 distributor license for Meadow Gold, North Las Vegas.  
14 Gene Carrejo is the correspondent with us.

15 The applicant seeks a license amendment to add  
16 the fluid label Dairy Pure to their current license in the  
17 southern Nevada marketing area.

18 The applicant's prices and cost have been  
19 reviewed by members of the Dairy Commission staff, and  
20 they are in compliance with the agency's laws and  
21 regulations.

22 The applicant will be responsible for the  
23 assessments.

24 CHAIRMAN COOK: Anybody representing this  
25 applicant present?

**Public Meeting - 7/16/2015  
Nevada Dairy Commission**

1           Seeing none, this is pretty much the same issue  
2 we addressed the last month with Model?

3           MR. HETTRICK: Yep, same thing, an amendment to  
4 add the name Dairy Pure to the label.

5           CHAIRMAN COOK: Okay. Pretty straightforward.

6           MR. HETTRICK: Pretty straightforward.

7           CHAIRMAN COOK: Anybody have any questions or  
8 comments they want to put on the table? Staff? Public?

9           COMMISSIONER CROWTHER: I have none.

10          CHAIRMAN COOK: None. Seeing none, I'll  
11 entertain a motion.

12          COMMISSIONER CROWTHER: Mr. Chairman, I will  
13 make a motion to approve the peddler distributor license  
14 amendment application by Meadow Gold North Las Vegas to  
15 add the fluid label Dairy Pure to their current license in  
16 the southern Nevada marketing area.

17          CHAIRMAN COOK: There being a motion, and I  
18 guess I'm the one that will second it.

19          MR. HETTRICK: You get to second it.

20          CHAIRMAN COOK: And there will be no dissenting  
21 votes, the motion carries. Amendment is passed.

22          MR. HETTRICK: Next, Mr. Chairman, for possible  
23 action, item number three on the agenda, approval of the  
24 minutes from June 18. You should have a copy of the  
25 minutes in your packets. There are minor changes to the

1 minutes, and we just need a motion to approve as amended  
2 or corrected.

3 COMMISSIONER CROWTHER: I will make a motion to  
4 approve the June 16th, 2015, minutes with the indicated  
5 corrections.

6 CHAIRMAN COOK: I'll second that motion. And  
7 having a motion and a second and no dissenting votes, the  
8 motion carries. Minutes are adopted.

9 MR. HETTRICK: Number four on the agenda,  
10 Mr. Chairman, is the staff report. You have copies of the  
11 milk price sheets. There should be three of them there.  
12 No significant changes. Unless you have questions about  
13 that.

14 The only other thing, Mr. Chairman, that I have  
15 today is to just simply mention to the commission members  
16 that a question has arisen regarding the commission's  
17 support for the dairy Starling control issue that we dealt  
18 with last season, dairy season. Or, Starling season, I'm  
19 sorry.

20 And someone in our office said that they  
21 thought that the commission had decided to reduce the  
22 amount of the -- of the commitment that they would make  
23 for Starling control.

24 And it's not on our agenda as an action item,  
25 and I don't need it to be an action item because it should

Public Meeting - 7/16/2015  
Nevada Dairy Commission

1 be in our budget, but I just wanted to confirm or have you  
2 folks confirm that we had done that in the past.

3 Is that okay, Bryan?

4 MR. STOCKTON: Well --

5 COMMISSIONER CROWTHER: We've not reduced it;  
6 is that -- isn't that --

7 MR. HETTRICK: Yeah, we don't want to say we've  
8 reduced it.

9 COMMISSIONER CROWTHER: Yeah. No, we have  
10 not --

11 CHAIRMAN COOK: Maintain the level that we  
12 initiated it at.

13 MR. HETTRICK: Yeah. There's been no action by  
14 this board to reduce the Starling amount, correct?

15 CHAIRMAN COOK: Correct.

16 MR. HETTRICK: Okay.

17 COMMISSIONER CROWTHER: That's my  
18 understanding.

19 MR. HETTRICK: That's -- that's a better way  
20 for me to put it.

21 MR. STOCKTON: Yes.

22 MR. HETTRICK: Yeah. Thank you very much.

23 That was -- I just wanted to get it on the record that we  
24 hadn't had any action to reduce it. And then I can report  
25 that back to our staff and we can go from there.



1           Any -- I don't have anything else today -- oh,  
2 I do have something else today. At the last minute we --  
3 I got emailed to me the budget and reconciliation from  
4 Mr. Hernandez as to this point at the end of last month.

5           The -- let's see if I can get it up for you  
6 here quickly.

7           Essentially we're doing exactly the same thing  
8 that we've done before. He did some minor corrections.  
9 As you may recall from the last time, he determined that  
10 he had an error in the Excel spreadsheet formulas. He  
11 wanted to correct those. He's done that. It didn't have  
12 any significant impact on the budget summary to date.

13           High points of the budget summary to date,  
14 assessments on yogurt, fluid milk, and ice cream are up.  
15 Assessments on cottage cheese is down. However, it's down  
16 by \$1600 thus far during the year. It's not significant.

17           Of course, the butter assessments are gone  
18 altogether because you folks voted to eliminate the tax.  
19 That is limited -- eliminated from our budget, \$162,000.

20           Dairy permit fees are up slightly as you would  
21 expect with the opening of the Vlot Dairy, and also with  
22 the opening or expansion of a couple of the other dairies  
23 in the area. Distributor fees also are up slightly -- no,  
24 I'm sorry, wrong one. Dairy permit fees are up slightly.

25           End result, when we get all said and done with

1 it is the projected revenue balance forward at the end of  
2 this fiscal year will be \$764,000, which is still  
3 significantly greater than the state budget program  
4 suggested it should be.

5 We still are -- we're now advertising literally  
6 for our microbiologist which will come on, and we'll start  
7 making those -- that salary commitment. And we also have  
8 a commitment that's out in purchasing to buy a trailer for  
9 Moolissa, the cow that we haul around. That's going to  
10 have an impact on it.

11 Finally, you folks approved at the last meeting  
12 a second trailer and cow, which will also have an impact.  
13 We won't do that until January when we will move into the  
14 new building in south Las Vegas, which will give us room  
15 to park -- or, in Las Vegas, I'm sorry, which will give us  
16 room to park the vehicle and a place to store Moolissa.

17 So that's where we stand right now. I don't  
18 have anything else for the --

19 CHAIRMAN COOK: The --

20 MR. HETTRICK: For the staff report.

21 CHAIRMAN COOK: The biggest increases seem to  
22 be attributable to what -- what is it -- fluid milk, ice  
23 cream, and yogurt? Is there any explanation for why there  
24 was -- I mean, that's good news. There's some spikes in  
25 sales apparently, so --

Public Meeting - 7/16/2015  
Nevada Dairy Commission

1 MR. HETTRICK: Yogurt has been going up  
2 steadily for years --

3 CHAIRMAN COOK: Right.

4 MR. HETTRICK: -- and hasn't changed.

5 It also has one of the highest assessment  
6 rates.

7 CHAIRMAN COOK: And that's historically been  
8 our only growth category, hasn't it?

9 MR. HETTRICK: Yes, generally it has been the  
10 only growth category.

11 Interesting, fluid milk is up \$13,000 on -- on  
12 revenue of \$191,000. So we're up to \$204,000 net revenue  
13 on -- to date on --

14 CHAIRMAN COOK: Population growth --

15 MR. HETTRICK: -- fluid milk.

16 CHAIRMAN COOK: -- or --

17 MR. HETTRICK: I would think population growth.  
18 And, you know, hopefully some increased sales. Be nice  
19 to -- I hope it was -- are you seeing that, Joel?

20 MR. MOSS: Yeah.

21 MR. HETTRICK: Okay. So -- and I -- I have you  
22 identify yourself for the record.

23 MR. MOSS: Oh. Joel Moss with Model Dairy.

24 MR. HETTRICK: So that's a good sign. Good  
25 thing we -- I mean, we're glad to see. And then, of

1 course, ice cream. Probably the time of year.

2 CHAIRMAN COOK: Summertime.

3 MR. HETTRICK: I would expect by the end of the  
4 year it'll -- it'll go back to where we're right on -- on  
5 schedule. I don't think it'll be a great deal more.

6 The dairy permit fees, and that type of thing,  
7 we'll see ongoing because we still have growth coming over  
8 the years, but how quickly that'll come, don't know, so.

9 COMMISSIONER CROWTHER: Is it safe to say  
10 that -- I mean, obviously we have a much greater surplus  
11 now, and we've attributed some of it to increased revenue.  
12 But is it safe to say most of that surplus is from expense  
13 savings?

14 MR. HETTRICK: Yes. Most of the continuing --  
15 or, the maintenance, I should say, of the surplus is from  
16 the reduction of expense.

17 As you know, you folks voted multiple times to  
18 a cash -- or, a tax rebate, which we did, I think  
19 \$750,000. And then we -- we've cut out the butter tax,  
20 the assessment. You folks voted to do that as well.

21 But with the reduction in our expenses given  
22 that we no longer have rent, we no longer have our own  
23 separate attorney, we use the attorney general's office  
24 because we're now through the Department of Agriculture,  
25 we've had a reduction in staff because Damon and the --

1 Kimberly and her staff down in Las Vegas primarily have so  
2 improved the function in regard to our audits that we've  
3 reduced staff in that regard as well.

4 We are -- we're ahead of the curve on all the  
5 items. Last I heard we were a hundred percent completed.  
6 And with the fiscal year ending, our fiscal year ending,  
7 and reporting the way it is now, we're actually in the  
8 doldrums a little bit with our dairy staff because we're  
9 not getting a lot of reporting at the moment.

10 So it's unfortunate. State law won't let us  
11 move people across budget accounts and utilize their  
12 skills better than we can. We can do a little, but very  
13 little. But it's a nice problem to have. And we'll  
14 ultimately, I believe, have to reduce the assessments.  
15 But until we get everything in line there are new things  
16 coming all the time that we're looking at.

17 And when we get our microbiologist on, we're  
18 going to look at -- we need some additional IT equipment  
19 to do the federal reporting and record-keeping. And so  
20 it's -- we've been slow, but we can explain what we're --  
21 why we're re -- maintaining this overly large reserve.

22 CHAIRMAN COOK: Do you think assessment  
23 reductions would be preferable in lieu of tax holidays?

24 MR. HETTRICK: I think the feeling has been  
25 that we did tax holidays in hopes of controlling it, and

1 it didn't do it. And we should probably do assessment  
2 reduction. It's -- it's -- you know, I think the feeling  
3 is we shouldn't collect it first and then give it back.  
4 We should reduce the assessment.

5 CHAIRMAN COOK: That's a good approach, I  
6 think.

7 COMMISSIONER CROWTHER: That would make it  
8 easier for the licensees to budget, I think, if we did it  
9 that way.

10 MR. HETTRICK: And I agree with that. And I  
11 don't know that it's going to be huge because we're  
12 probably going to take it in steps so we don't get  
13 ourselves in a position where all of a sudden it takes off  
14 and we come back and say, oops, we went too far, now we  
15 have to raise assessments. That's the last thing we want.

16 COMMISSIONER CROWTHER: Are there any  
17 additional services that can be provided to the industry  
18 through the dairy commission that perhaps the -- you know,  
19 like the Starling program that we have? Are there any  
20 other programs that we may be able to help them with?

21 MR. HETTRICK: I don't know. Between Al and  
22 Joel and Dave down there, perhaps they have some ideas.  
23 I'm not aware of any.

24 MR. TRACE: I -- I -- Al Trace, Dairy Farms of  
25 America.

1 I would say, Troy, I've talked to Lisa and Anna  
2 about it. When the lab gets up and running there could be  
3 a possibility to do some producer testing, some cow side  
4 samples, I would say, things of that nature.

5 COMMISSIONER CROWTHER: Okay.

6 MR. TRACE: Yeah.

7 COMMISSIONER CROWTHER: Well, that's --

8 MR. TRACE: I mean, I don't have a laundry  
9 list, but that's -- that's a start, I guess. That's  
10 something that comes to mind. Yeah.

11 COMMISSIONER CROWTHER: Good.

12 MR. HETTRICK: We certainly entertain any of  
13 that. As you know, the statute reads that we can do  
14 things to promote the viability of the dairy industry.  
15 And if that helps the dairy industry, then we can do that.

16 We have always shied away from getting into  
17 promoting fluid milk sales because that's done by the  
18 Nevada/Utah Dairy Council, and there's a check-off, the  
19 guys pay for that, the dairymen pay for that now.

20 We have always felt that it was inappropriate  
21 for us to step into that arena. And they definitely  
22 are -- are protective of that arena. So rather than get  
23 there and cause waves, we've just not done it.

24 COMMISSIONER CROWTHER: Okay. Well, I -- I  
25 mean, I'm specifically talking about programs like this --

Public Meeting - 7/16/2015  
Nevada Dairy Commission

1 MR. HETTRICK: Yeah, no, I agree.

2 COMMISSIONER CROWTHER: -- where they're having  
3 to get it done elsewhere now.

4 MR. TRACE: Correct.

5 COMMISSIONER CROWTHER: If we can provide that  
6 kind of service, then it's a good --

7 MR. TRACE: I think it would be a good thing  
8 because we are anticipating, to Lynn's point, more growth  
9 in the area, so something favorable that would help the  
10 local dairy farmers.

11 CHAIRMAN COOK: Dave, do you have any thoughts  
12 on that?

13 MR. COON: I do -- oh, Dave Coon. Dave Coon,  
14 Anderson Dairy.

15 We would appreciate the ongoing testing, the  
16 inspections, within the Dairy Commission as it pertains to  
17 us and the industry, especially in light of what's taken  
18 place in -- within the industry these past months. So,  
19 you know, just a vigilance and continued inspections are  
20 always appreciated.

21 CHAIRMAN COOK: Well, if you have any ideas,  
22 don't hesitate to offer them.

23 MR. COON: Well, several -- several sessions  
24 ago we were one of the members of the industry that  
25 petitioned pretty energetically and asked that inspections



1 be increased.

2 And one of the legislators seemed to be puzzled  
3 by that, but our reply to that is we have inspectors in  
4 our plants. They keep us, you know, in tune with proper  
5 procedures, and so forth, training, education. And it's  
6 obviously very beneficial to all of us.

7 CHAIRMAN COOK: Okay.

8 COMMISSIONER CROWTHER: Thank you.

9 CHAIRMAN COOK: Thank you.

10 MR. HETTRICK: All right. Unless you have  
11 anything else, Mr. Chairman, that's all I have as the  
12 staff report.

13 CHAIRMAN COOK: Okay. Then let's move on to  
14 the next one, please.

15 MR. HETTRICK: Number five is consideration of  
16 any other matters relating to the dairy industry.

17 Dave's got his hand up.

18 CHAIRMAN COOK: Go, ahead Dave.

19 MR. COON: I would like to thank the Dairy  
20 Commission for their help and assistance in securing  
21 Moolissa for our upcoming conference here with the Clark  
22 County School District.

23 They're excited about it, and I think they'll  
24 be somewhat informed -- further informed and educated on  
25 where milk comes from.

1                   But, you know, we -- I want to thank Lynn for  
2 his help and Kathy for her assistance. And we just want  
3 you to know, we'll make certain that we return her in good  
4 shape.

5                   CHAIRMAN COOK: Keep her well-fed.

6                   MR. COON: You bet. Thank you.

7                   CHAIRMAN COOK: Okay. Anybody have anything  
8 else?

9                   MR. HETTRICK: Al, do you have any updates  
10 on --

11                  MR. TRACE: Sure, I can --

12                  CHAIRMAN COOK: -- Vlot's operation?

13                  How that's --

14                  MR. TRACE: I do.

15                  CHAIRMAN COOK: -- going?

16                  MR. TRACE: Al Trace, Dairy Farms of America.

17                  Yeah, I'm happy to report. Smith Valley Dairy,  
18 as we refer to it down there, is what Vlot has called it,  
19 is up and running well. They're up to 2800 cows right now  
20 they're milking, with anticipated growth of 3500 cows by  
21 at least the end of fourth quarter.

22                  Still some -- it's still a somewhat active  
23 construction site, some stuff going on, the scales, scale  
24 house. He is going to have -- his family's going to have  
25 a community barbecue on August 15th from 10:00 to 1:00.

1           You're all invited. I'm not quite certain at  
2 this point how the invitations are going to be sent out,  
3 but I feel very confident I could be his voice-piece with  
4 this body and say you are all invited, August 15 from  
5 10:00 to 1:00, for a community barbecue.

6           At that point he'll probably close things down  
7 to the community. There's just too many people shuffling  
8 in and out of there, taking pictures, and everything  
9 for -- an effort for bio security I think he wants to  
10 close it down after that. So that's Smith Valley Dairy.

11           Also, Lisa would know, we -- happy to report  
12 that we have the Pellandini Dairy here in the edge of  
13 town, the dairy that sat empty for probably five, six,  
14 seven years. Lisa might know better than I.

15           But it's been grade A permitted. And they're  
16 moving cows as we speak. Tomorrow's supposed to be their  
17 first pick-up so they'll be milking a thousand cows pretty  
18 much out of the gate here. And with anticipated growth of  
19 1600 cows by the end of this year, fourth quarter, also.  
20 So that's good news for us.

21           The other local dairy in town, Perazzo  
22 Brothers, who was the first local dairy to build a new  
23 Greenville dairy, they were milking 400 cows. They're up  
24 to 1100 cows now on their way to 1600 cows and a brand new  
25 facility. So that's -- that's really good news.

1           In an effort to bring more exposure, maybe with  
2 the word I want to use, to the Nevada dairy industry, I  
3 found out -- I was in California this past week doing  
4 member meetings, we are going to have what we call a  
5 tri-council field staff quality meeting here in Nevada?

6           DFA has seven councils, seven regions across  
7 the country. We'll have 25 to 30 field people. We'll be  
8 staying in Reno. And we're going to be visiting Fallon,  
9 actually to the Perazzo Dairy, where we'll be having an  
10 all-day, hands-on training module.

11           We have environmental programs, cow comfort and  
12 cow handling, animal care, yeah. And these people will be  
13 coming in from Texas, New Mexico, California, Idaho,  
14 Colorado, and Utah. So I -- I think it's a great  
15 opportunity for -- to showcase Nevada dairy.

16           I will tell you, the plant's doing well. We're  
17 up and running. We're -- I think right now we're only  
18 bringing one load of milk in from California. We're  
19 running at about 1.2 million pounds a day. The plant can  
20 run two million.

21           Quite honestly, we're in no real big hurry.  
22 The rural price has crashed. So we're kind of in a sweet  
23 spot where we are right now, waiting for the market to  
24 catch up a little bit before we put more milk in there.

25           In the meantime, we'll send more milk to Joel.

1 But we don't want to take our foot off the gas pedal  
2 because we do need some more growth in the area. But it's  
3 all good. All good, so.

4 Any questions?

5 COMMISSIONER CROWTHER: This additional  
6 capacity that's coming on line, will that all be going to  
7 the powdered plant?

8 MR. TRACE: Correct.

9 COMMISSIONER CROWTHER: Okay.

10 MR. TRACE: Powder plant and Joel and Model  
11 Dairy in Reno. We supplied that for years, four or five  
12 loads a day, and we will continue to supply that for -- as  
13 long as they have us, so.

14 Yeah, we anticipate, Troy, no milk that ends up  
15 relocating to Nevada never to have to go out of Nevada.  
16 It will either be used at our plant here in Fallon or else  
17 Model Dairy in Reno.

18 COMMISSIONER CROWTHER: Right.

19 CHAIRMAN COOK: So, Joel, have you seen upward  
20 trends in fluid milk?

21 MR. MOSS: Joel with Model Dairy.

22 Yeah, we have. And then we're just  
23 anticipating with Tesla coming on and all the new building  
24 around, that that's what we're gearing up for, doing that,  
25 and then just doing a lot of -- more white milk.

Public Meeting - 7/16/2015  
Nevada Dairy Commission

1 CHAIRMAN COOK: How's the -- how's the new  
2 label working out? Is that --

3 MR. MOSS: It's going well. We like it. I  
4 think it's a plus for us as the dairy just to go national,  
5 advertising, with it. But I think -- it's growing. I  
6 don't know if it's -- that's -- might be part of the  
7 growth of it, seeing the growing.

8 But, like I said, our brand of white milk is  
9 increasing. We're doing more of that than we are private  
10 label right now. Branded milk's increasing. And then  
11 it's just staying stable with our private label that we  
12 are producing.

13 CHAIRMAN COOK: Thank you.

14 Okay. Anything else? Press on to the next  
15 one.

16 MR. HETTRICK: Yeah, that's it. Public comment  
17 is all that's left. If there's any more public comment,  
18 Mr. Chairman.

19 CHAIRMAN COOK: Okay. Anybody have any  
20 comments that they didn't make at the beginning of the  
21 meeting? They can make them now.

22 Seeing none, let us adjourn this meeting.  
23 (Exhibit 1 marked.)

24 (1:26 p.m. proceedings concluded.)

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BOARD SIGNATURE PAGE

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CHRISTOPHER COOK, CHAIRMAN

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TROY CROWTHER, COMMISSION MEMBER

1 STATE OF NEVADA, )  
2 ) ss.  
3 COUNTY OF WASHOE. )  
4  
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7 I, Karen Bryson, a Certified Court Reporter  
8 and notary public in and for the County of Washoe, State  
9 of Nevada, do hereby certify:

10 That on July 16, 2015, I reported the  
11 proceedings in the matter entitled herein;

12 That the foregoing transcript is a true and  
13 correct transcript of the stenographic notes of testimony  
14 taken by me in the above-captioned matter to the best of  
15 my knowledge, skill, and ability.

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19 Karen Bryson, CCR #120  
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