

# DEVELOPMENT COMMITTEE

## Meeting Agenda



DELAWARE CENTER FOR THE  
**INLAND BAYS**  
Research. Educate. Restore.

DATE & TIME: Thursday, July 11, 2024 at 3pm

LOCATION: *Center for the Inland Bays, 39375  
Inlet Rd*

*Rehoboth Beach, DE 19971*

*Remote: Use google calendar link*

*Meeting called by: Jerry Esposito, Chair*

*Attendees: Jerry Esposito, Gus Mergenthaler, Dave Keil, Patti Drago, Richard Mais, Nicole Ashton, Mark Carter, Marina Feeser, Christophe Tulou*

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### AGENDA ITEMS

Call to Order

*Meeting was called to order at 3:07 pm*

Meeting Agenda Review

*No changes to the agenda*

Approval of Previous Meeting's Minutes

*Patti motioned to approve, Dave and Nicole seconded, all in favor and the minutes were approved.*

New Business

May & June Development Report

M. Carter

*Mark reviewed the May & June development reports. Around \$5k came in for JF capital campaign, Annual Report envelopes still coming in, monthly donors keep going up, education programming donations coming in, noted some donors - Jaime Howard and ReWild Delmarva. Dogfish Head donation for cocktail sales and dine to donate, Unitarian Universalist Society society donation, Coral Cove Earth Day donation. In June, Dev Team went to Bayside community for a Center talk (general discussion with Q&A), lots of events coming up in July - 23rd - DE State Fair (DNREC Building - Jerry suggested having some kind of treat at the table), 25th Fins talk at Thompson Island (\$15 per ticket, can host up to 60 people), 31 - Tower Hill Center talk.*

*June report - JFCC funds coming in, Oysterfest & Sea Glass Festival tabling were both successful, Quiet Resorts bike ride event came in, education programming donations increasing in June, bump in monthly donors, and successful merch sales. Donors of note - Quiet Resorts Chamber of Commerce, Ocean View Brewing Co. Beer Dinner, Candice Evans gave another generous \$1,000 donation. Center's birthday is July 26th! 30 years.*

*Statement of Purpose: The Development Committee of the Delaware Center for the Inland Bays is a network of Board members, loyal donors, business and community leaders working to achieve the philanthropic goals of the Center through a collaborative effort with the Board and the Center's staff.*

The Delaware Center for the Inland Bays mission is to preserve, protect and restore Delaware's Inland Bays and their watershed.

*Feedback: Banters & Brews "Fins" - careful using Fins in the headline to not confuse folks that the event is not AT Fins.*

James Farm Public Campaign Update      M. Carter

*We recently got a \$200,000 request approved from the state for JF, Mark has submitted a couple grants at \$50k each (will know if we were selected by the fall), Christophe has been working on the Congressional side with some asks. Concrete pads are in for building, farm is getting heavily visited still. Everyone thank Bob when you see him! :)*

Summer/Fall Events Update      M. Carter / M. Feeser

*Please share the Decked Out and Grateful Shellabration sponsor decks with anyone you think may be interested - \$22k in sponsorships currently for Decked Out.*

*Decked Out - Layout is different. Banquet room will be cut in half essentially to move everything closer together. We're asking artist to do 6x6" canvases for an art raffle. Working on auction packages. If anyone has connections in St. Michael's / Easton area, please let us know (especially a hotel or B&B), Reedo will play outside on the deck, Back Bay Trio will be jazz inside, next week Dev team will dive into food menus. If anyone wants to help with Silent Auction, please reach out! Will be unveiling the new Inland Bays Watershed Society at Decked Out (\$50k level - individuals, not necessarily businesses)*

*Grateful Shellabration - \$5k in sponsorship currently, 3 bands playing (Listening Booth, Dragonfly Trinity, and Fitsky Brothers), hayrides, fun activities (dunk tank, shucking contest), Grandpa Mac & Bountiful Bowls for food, 6-7 artisans will table to sell items. Friends of the Bay awards and Volunteer Recognition will also take place. We have a smaller sponsorship available (\$250), if you know of any smaller businesses that might be interested in supporting*

*Art on the Half-Shell - 50 tickets will be sold at \$150 each, event takes place on August 8th at the Center office, brings in culinary & arts components. Hari Cameron will be guest/celebrity chef. Proceeds will benefit JF project.*

*Decked Out sponsor level normally around \$40k range, Grateful Shellabration just want to absorb our costs (\$6,500ish)*

*Are there pages made yet for Decked Out & Grateful Shellabration? Can we get those linked to the calendar? Can we update which sponsorships are taken on the Grateful Shellabration sponsor deck?*

*Horseshoe Crab Hustle is back in November - 20 people signed up. 5 mile run this year (can also walk), and 1 mile walk*

Dev Com Meetings Schedule Discussion      M. Carter

*Can we go to an every other month schedule? Suggesting February / April / Summer (before Decked Out) / October. Dave mentioned that we can always email for feedback in between months (Thanks Dave!) Nicole suggested we could change days (not Thursday). Could move to Monday or Wednesday. Committee is ok with the change as long as we*

*give advance notice. Does the 3 pm time still work? Committee agreed it does.*

#### Open Forum

*Christophe updated the committee on our current \$1 million request (Congressional appropriations) and that we are very hopeful that these requests will be approved. 2 Appropriations were requested at State level (DNREC operating funds - \$219,700 was approved - same as last year) \$223,000 also requested through Grant in Aid process.*

*Jerry had a couple questions - 1) funding windfall for the water line at JF. When do we talk to Sussex Shores? Christophe answered - SS has to re-evaluate cost estimates for our project. Jerry, Anna, Bob, Mark and Sussex County to meet after those estimates come back.*

*2) Question on meeting with potential large donors - Mark will be meeting with Meghan soon on Pasture Point living shoreline project. Of course we would like funds to be unrestricted if possible.*

*3) Jerry's boat ride - friend Jake & his wife (own a business) want to get more involved with the Center after boat ride with Mark and Bob. Could ask to join the development committee or other opportunities? Sponsorship opportunities available also.*

*Inland Bays Oyster Week - also involves Cape Water Tours, Sip n Slurp at Big Oyster, Wine & Brine at Salted Vines.*

#### NEXT MEETING:

~~Thursday, Aug. 8, 2024 / 3:00 PM - 4:00 PM~~ Join us at Art on the Half Shell!  
<https://inlandbays.harnessgiving.org/events/1952>

#### Adjourn

*Meeting adjourned at 3:53 pm.*